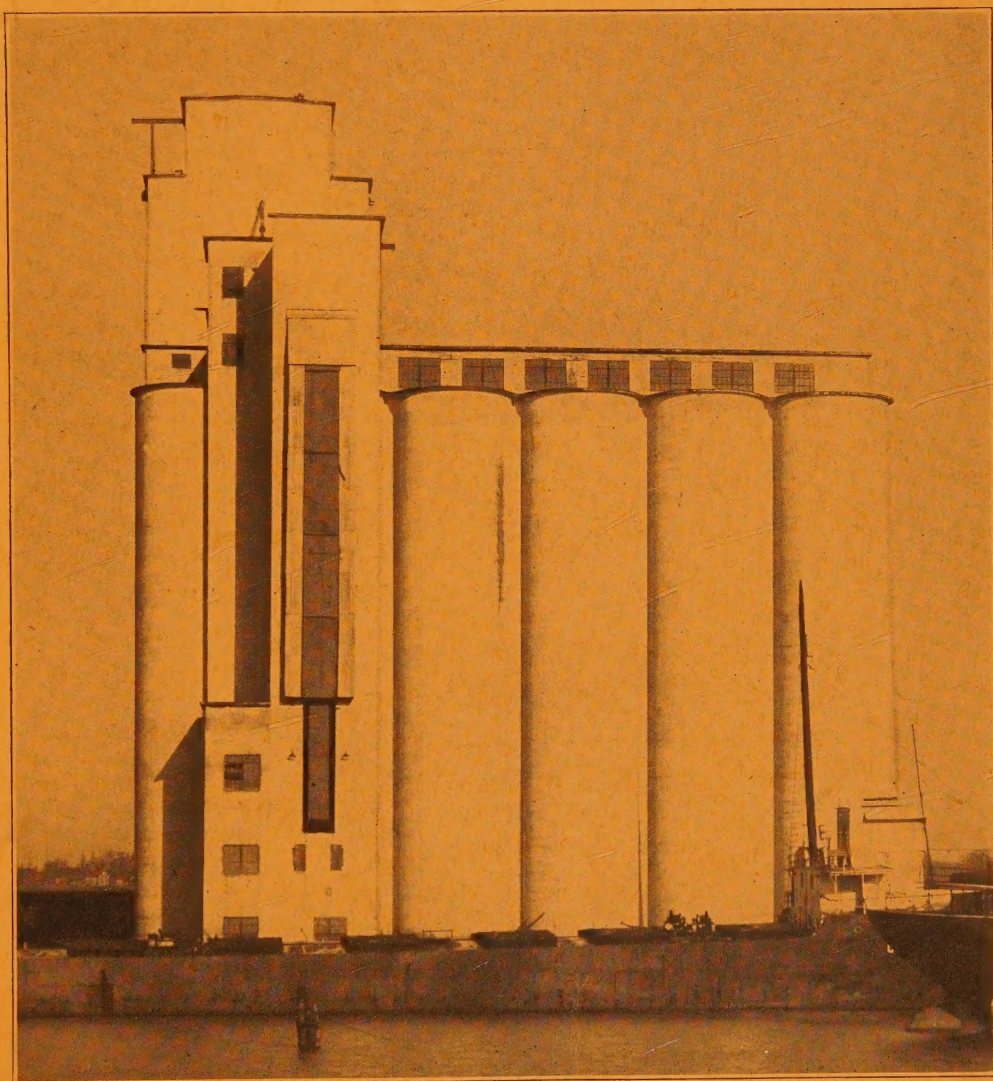


# GRAIN DEALERS JOURNAL

Vol. LX. No. 9.

Chicago, Ill., U. S. A., May 10, 1928. Price \$2.00 Per Year. 20 Cents Per Copy.



The Sarnia Elevator Co.'s Million Bushel Elevator at Sarnia, Ont.

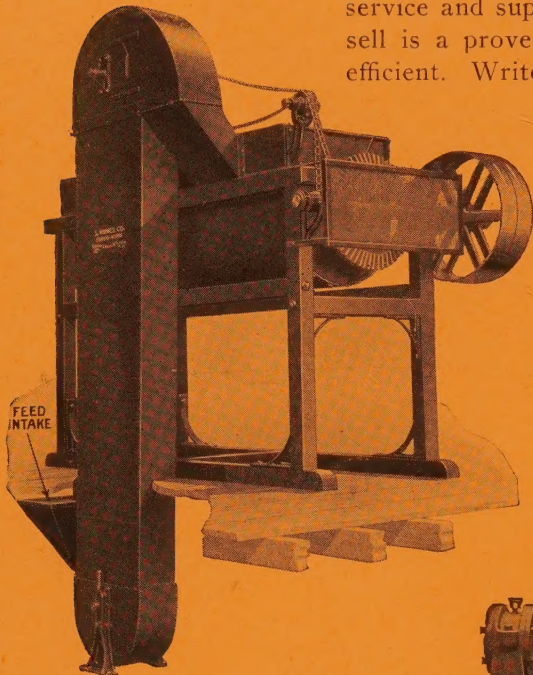


The **GRAIN** DEALERS JOURNAL.

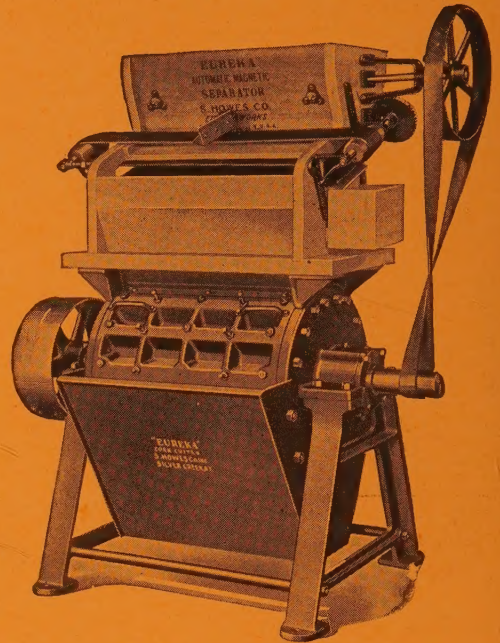
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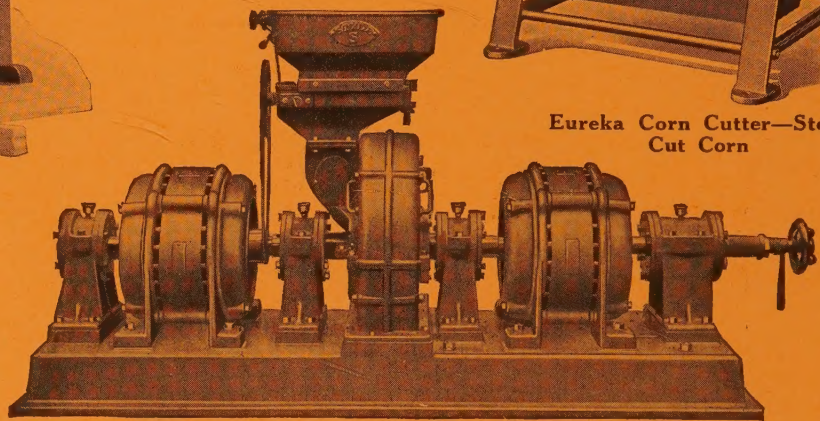
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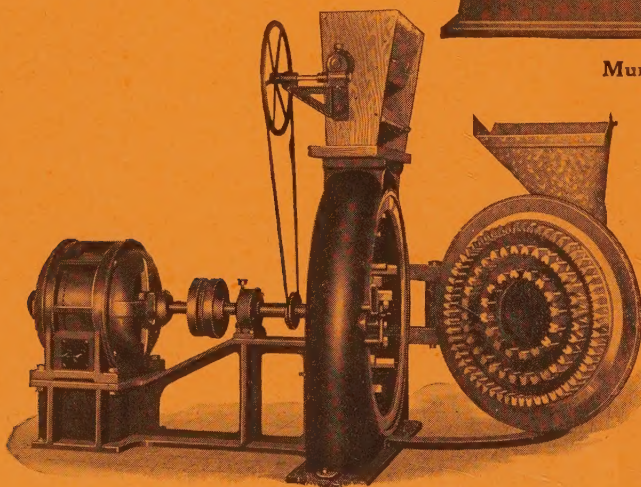
"Eureka" 3 in 1 Feed Mixing Plant, a Combined Loader, Mixer and Sacker.



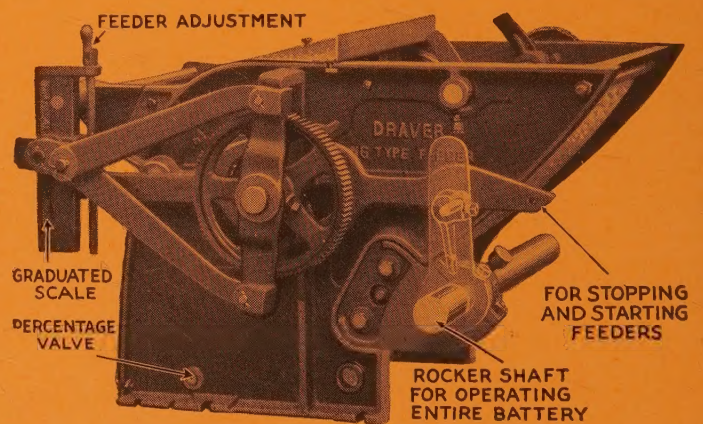
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*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.*

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Davis Grain Co., A. C., grain commission.  
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Davis-Noland-Merrill Grain Co., grain mchts.\*  
Denton Grain Co., Oliver, consignments.\*  
Ernst Davis Commission Co., consignments.  
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Shannon Grain Co., consignments.  
Uhlmann Grain Co., grain merchants.\*  
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Wilser Grain Co., consignments.\*  
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(Continued on next page.)



# Directory of the Grain Trade

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Marshall-Masters Grain Co., gr., seeds, mill feeds, hay.  
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Polson Grain Co., mill wheat specialists.  
Scannell Grain Co., E. M., grain and feed.  
Stinnett Grain Co., grain merchants.\*  
Vandenburgh, Jesse, milling wheat.  
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Winters Grain Co., grain merchants.

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Udpike Grain Co., milling wheat.\*

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Luke Grain Co., grain commission.\*

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## SAN ANTONIO, TEX.

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## Certain Departments

in this number of the GRAIN DEALERS JOURNAL are especially interesting. After you have read them, consider carefully whether you are not better off with the twenty-four numbers of the Journal, on your desk, or the \$2.00 in your pocket.



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When you put an Atlas under the wheels of a car there is never a question about moving it.

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have been standard equipment in better grain elevators for over forty years.

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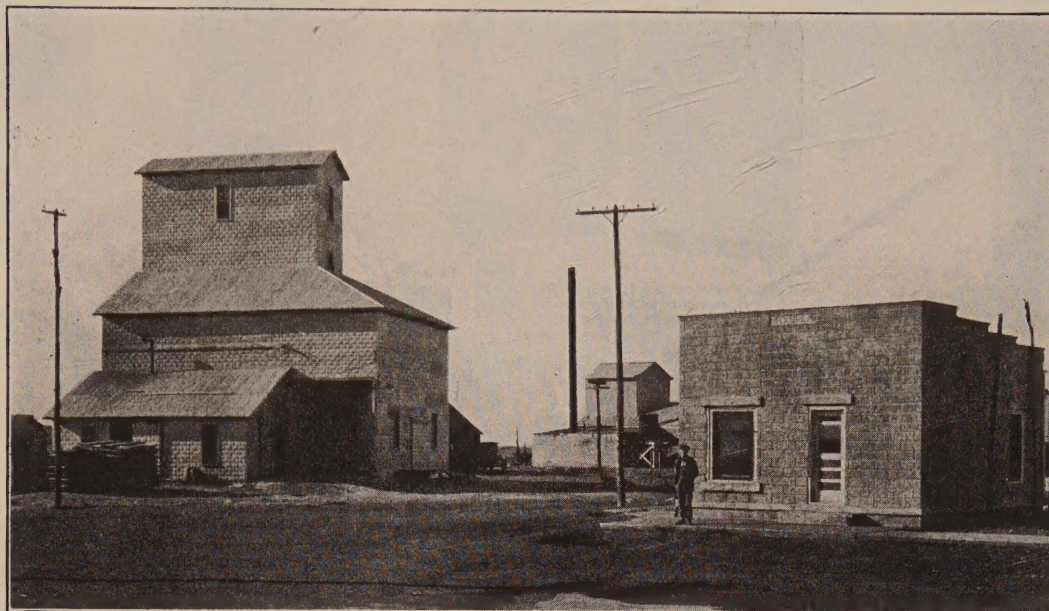
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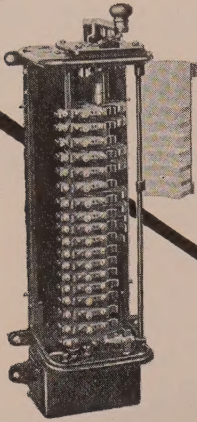
Ball Bearings



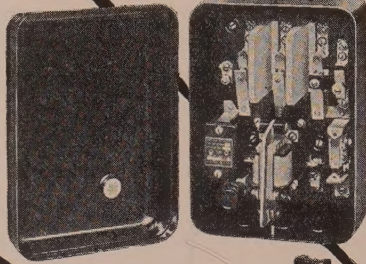
Roller Bearings



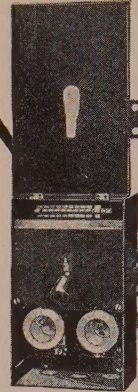
# For every application



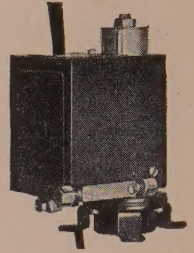
Drum switches for a-c. or d-c. motors driving cranes, hoists, machine tools, compressors, etc.



Magnetic switches, with thermal-overload protection, for throwing a-c. motors across the line



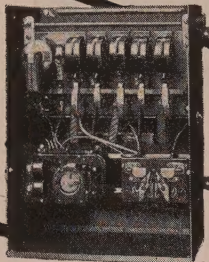
Hand-operated switches, with thermal-overload protection, for starting small a-c. motors



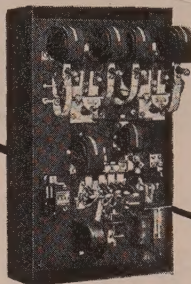
Switches for maintaining predetermined pressure or vacuum—to control small motors driving water pumps, air compressors, or vacuum pumps



Enameled resistor units for radio apparatus, signal systems, battery chargers, fractional horsepower motors, etc.

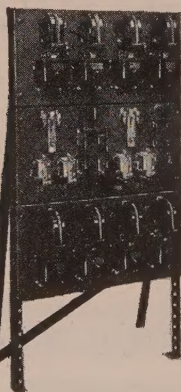


Automatic compensators, with thermal overload protection and definite-time acceleration for squirrel-cage motors

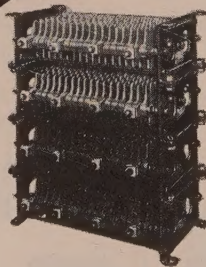


Reversing controllers, with definite-time acceleration, dynamic braking, and full-field features, for controlling d-c. adjustable-speed motors

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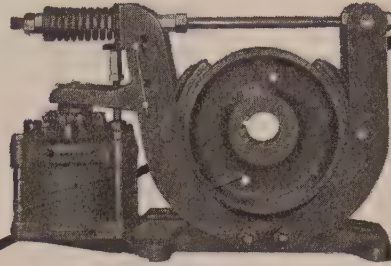
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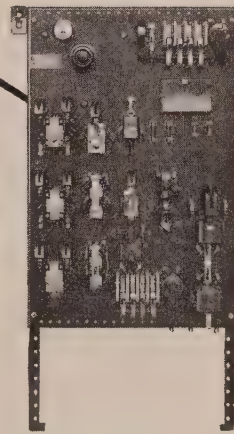
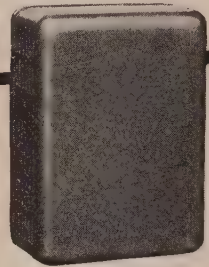
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Solenoids—push or pull or a combination of both—interchangeable for alternating current or direct current



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Magnetic controllers for d-c. elevators. Similar controllers are available for a-c. elevators



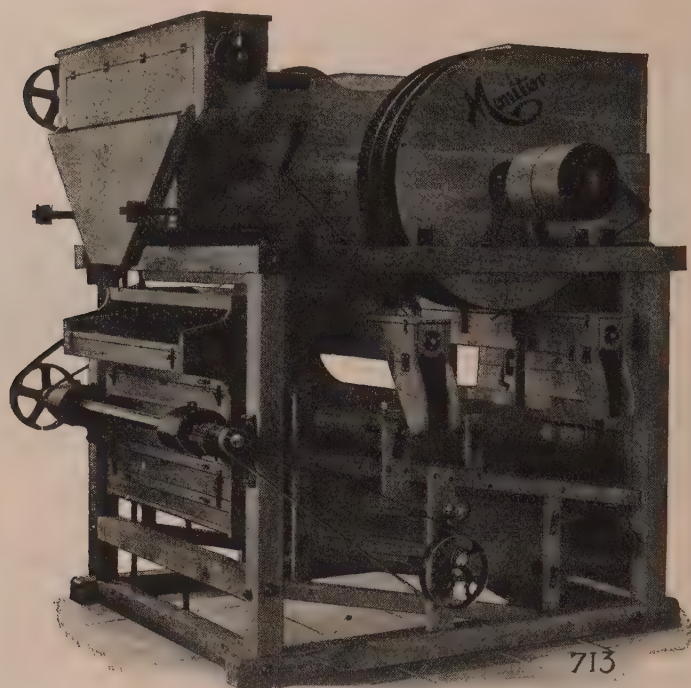
Hand-operated compensators with thermal overload protection, for starting squirrel-cage motors

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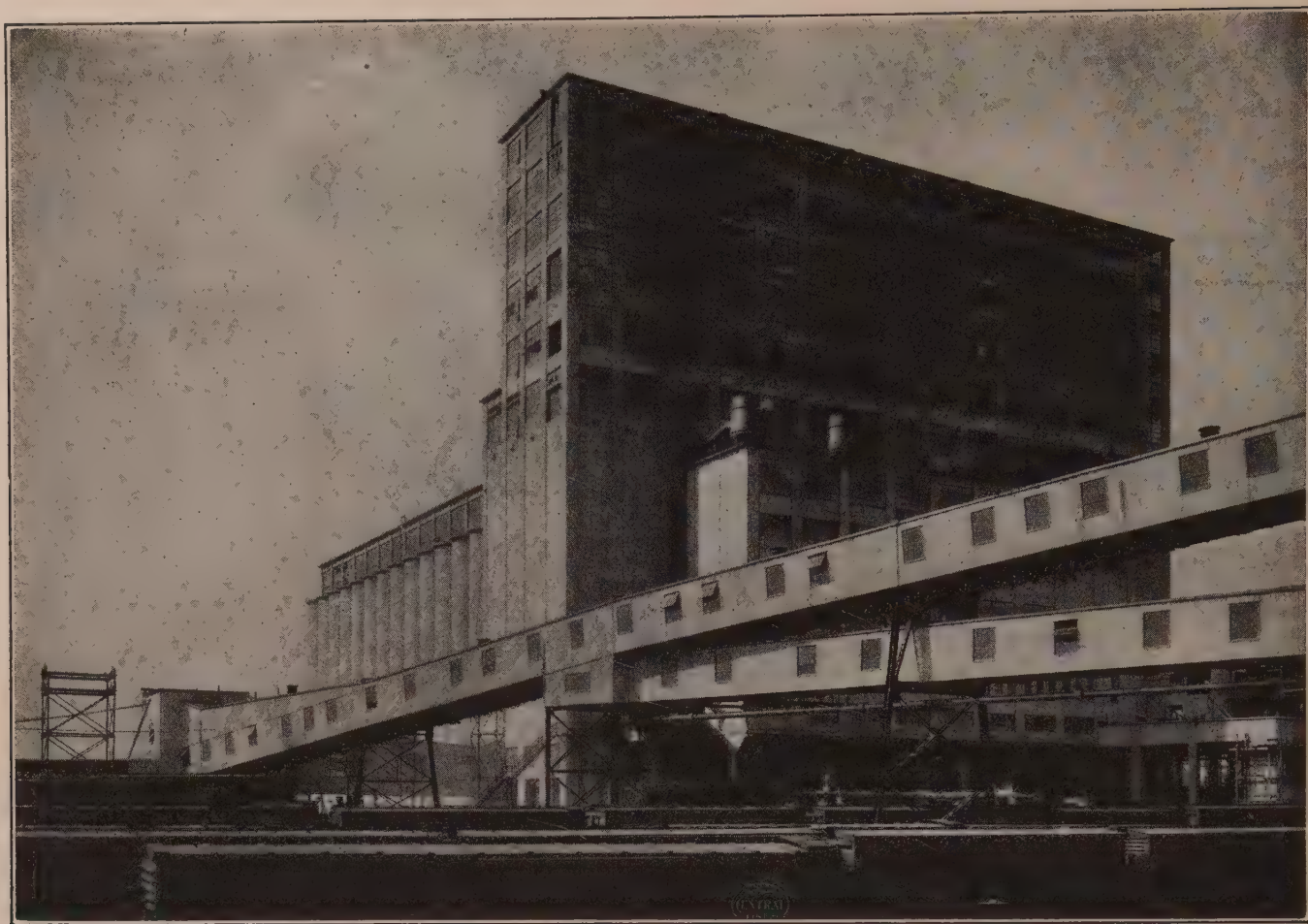
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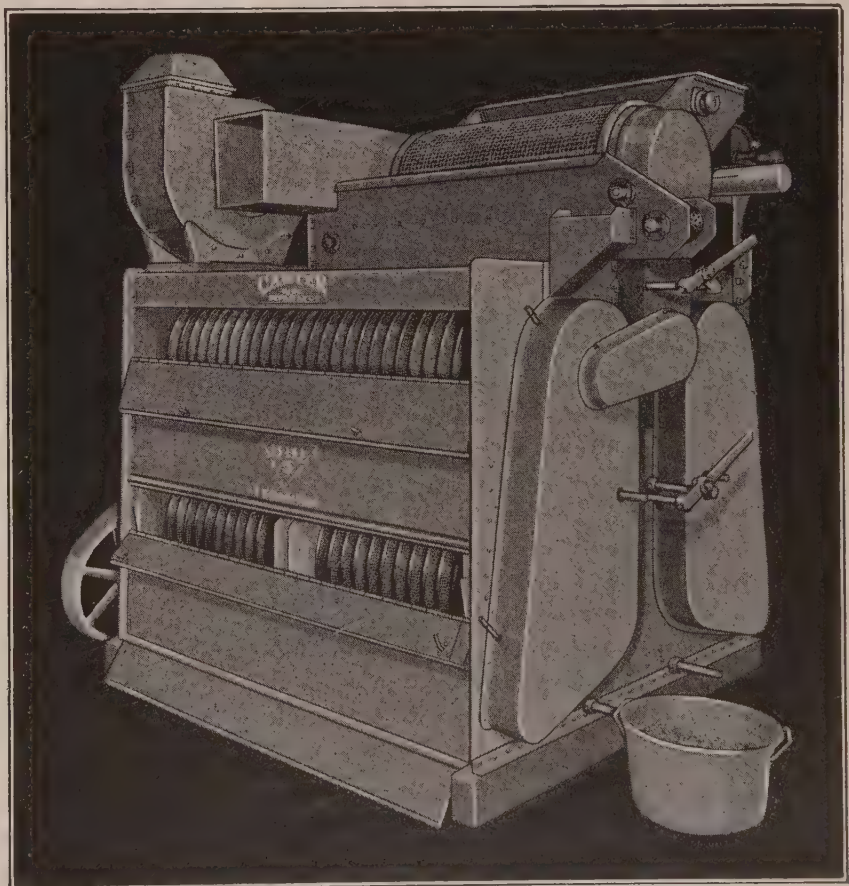
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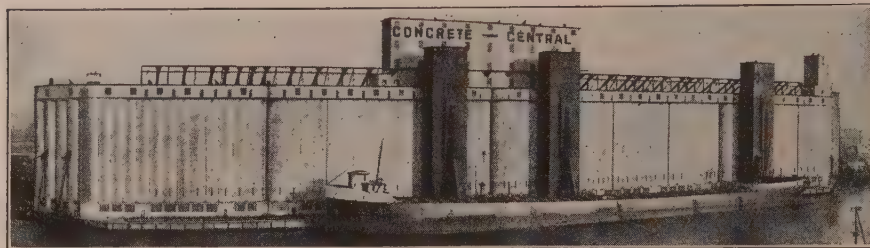
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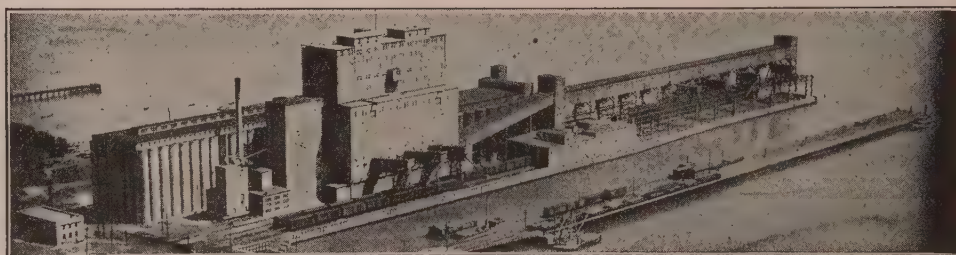
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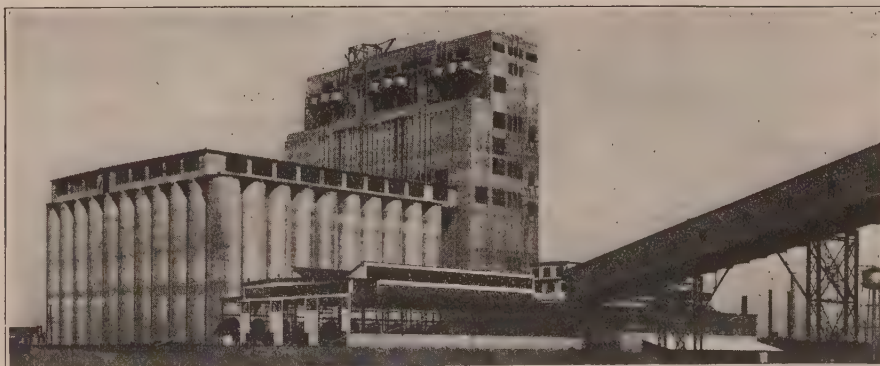
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Baltimore Office: 10 West Chase Street



The Showplace of the Eastern Seaboard. Capacity, 2,500,000 Bushels



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE.

**OHIO**—15,000 bu. cribbed elevator, nearly new, electrically equipped and modern throughout; in good wheat section. Address 60G11, Grain Dealers Journal, Chicago, Ill.

**KANSAS**—Three good elevators, all within distance of 20 miles, on main line road in Western Kansas wheat territory. Address 60F3, Grain Dealers Journal, Chicago, Ill.

**IF YOU DO NOT** find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

**KANSAS & MISSOURI**—Two modern elevators, N. E. Kansas and N. W. Missouri; good one for cash and can offer one in exchange for land, same territory. Address 60H7, Grain Dealers Journal, Chicago, Ill.

**CENTRAL ILLINOIS**—Modern 40,000 bu. capacity elevator and 25,000 bu. capacity crib and small grain combined. Also tenant house, office, scales, etc. On leased ground. Priced to sell. Possession at once. Write 59Z6, Grain Dealers Journal, Chicago, Ill.

**INDIANA**—Two elevators, 50,000 bushels capacity, and 100 barrel mill; modernly equipped; 6,000 bushel grain drier. One owner wishes to retire, other to buy another elevator. Can show net profits up to \$15,000 a year. Price \$40,000, one-half cash. Address J. M. Walker & Son, Middletown, Ind.

**KANSAS Elevator** practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

**EASTERN CENTRAL OHIO**—8,000 bu. completely modern and electrically equipped elevator with attrition feed mill, five car warehouse and feed storage combined; located in best wheat, poultry and dairy section of Ohio. Worth investigating. Write 60J12, Grain Dealers Journal, Chicago, Ill.

**CENTRAL ILLINOIS** elevator for sale or trade for farm; in good town with water works, located on two state paved highways, trunk line railway, high school, churches, etc. One good competitor. Elevator—modern 60,000 bu. with two dumps, two big legs, aspirator, hopper scales, gravity load, motor, low drive. Three room office fully equipped; large feed and retail room; everything first-class; good level, black land; located on six lots; no incumbrance; grain, seed, feed and coal business. Address 60J5, Grain Dealers Journal, Chicago.

**THE WANTED-FOR SALE DEPARTMENT** of the Grain Dealers Journal is a market place where buyer and seller, employer and employee, and those offering investments can meet to their mutual advantage and profit and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

## ELEVATORS FOR SALE.

**FAULKNER, IOWA**—20,000 bu. farmers elevator and modern residence for sale, located in good farming territory. All buildings in good condition. Can give possession Sept. 1, 1928. Frank J. Hayes, R. 1, Ackley, Iowa.

**CHOOSE YOUR ELEVATOR** from the many offered. Insert an advertisement in the "Elevators Wanted" column of the Grain Dealers Journal, and select one at a satisfactory price and station.

**KANSAS**—50,000 bu. elevator, warehouse, feed mills, and coal business for sale at Dodge City, Kansas; a splendid growing business located in heart of wheat, and small grain territory. Poor health reason for selling. Rhinehart Bros., Dodge City, Kansas.

**SOUTHEAST ALABAMA**—Modern 12,000 bu. grain elevator, grist mill, chop mill and feed mill. Good live business, no competition, located on A. C. L. RR. Also modern residence and two acres of ground adjoining elevator. Address 60F14, Grain Dealers Journal, Chicago.

**ILLINOIS**—Elevator, lumber and coal business in N. Illinois village; rich territory; buildings and equipment in good shape and reasonably priced. Big earnings in 1927 and business prosperous and going fine; successful manager can continue. Holcomb-Dutton Lumber Co., Sycamore, Ill.

**MICHIGAN**—15,000 bu. grain elevator, attrition feed mill, bean business, lumber yard, coal yard, good feed and flour exchange business, wire fence and posts, all kinds of building material. Electric power, cheap rate of 1½ to 3c per KWH, 12 motors in elevator, one motor in coal unloading machine. Situated in the heart of Michigan's good farming country on pavement M. 16, 20 miles east of Lansing. Want to retire after 35 years at the business. Write Charles Cool, Webberville, Mich.

## ELEVATOR FOR SALE OR RENT

**EAST CENTRAL ILLINOIS**—35,000 bu. well equipped grain elevator; one other privately owned elevator at station. Annual business of station about 500,000 bushels. Address 59P9 Grain Dealers Journal, Chicago, Illinois.

## ELEVATOR FOR SALE OR LEASE

**OHIO**—10,000 bushel capacity, electric power. Selling on account of sickness. Write H. Townsend, North Lewisburg, Ohio.

## ELEVATOR FOR EXCHANGE.

**FOR EXCHANGE**—Transfer elevator in Chicago switching district, very cheap. Address owner at 718 Southmoor Hotel, Chicago, Ill.

## ELEVATORS WANTED

**WILL LEASE OR BUY** elevator or will trade good farm. Address 60J13, Grain Dealers Journal, Chicago, Ill.

**ELEVATOR WANTED** in Kansas, Missouri or Nebraska. Will exchange property in Lawrence, Kansas, or farm in Southern Kansas or both for good elevator handling volume of grain, or will exchange irrigated land in Rio Grande Valley near Weslaco, Texas. Address G. G. Wiechen, General Delivery, Weslaco, Texas.

**COMPETENT AND EXPERIENCED** elevator managers, foremen, bookkeepers, auditors, second men and solicitors can easily and quickly be found through an ad in the "Help Wanted" columns of the Grain Dealers Journal, Chicago, Ill.

## ELEVATOR BROKERS.

**ALWAYS HAVE ELEVATORS** for sale. To save time, please state amount you wish to invest and location you prefer. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

## YOU MAY BE MISSING SOMETHING.

**AN ILLINOIS** elevator company running a 3 line ad in one issue says: "We had 25 applications from that ad. Thank you."

## PARTNER WANTED.

**YOU CAN SECURE** a partner if you make your wants known to the grain trade through the Partners Wanted column of the Grain Dealers Journal.

## BUSINESS OPPORTUNITIES.

**FOR SALE OR TRADE**—Best switch property in city and fine warehouse centrally located in Joplin, Mo. Address 60F15, Grain Dealers Journal, Chicago, Ill.

**NORTH CENTRAL ILLINOIS**—Excellent coal and feed business located in heart of dairy district. Address 60E8, Grain Dealers Journal, Chicago, Ill.

**NORTHERN INDIANA**—Interest in two elevators and coal yard; doing large business by party not active; buyer must have elevator experience and be able to assist present manager. Address J. C. Palmer, Geneva, Ohio.

**KENTUCKY**—Large modern feed plant for sale, five story and basement, brick and concrete mill building and concrete elevator 125,000 bu. adjoining—also other warehouses—a complete plant—splendid location, advantageous transit and reshipping privileges. Best of reason for selling. Blue Grass-Elmendorf Grain Corp., Lexington, Ky.

## SAMPLE ENVELOPES

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable, size 4½x7 inches. Have a limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. LaSalle St., Chicago, Ill.

## Indianapolis, Ind.

Concrete Grain Elevator 150,000 bushel capacity; also Mill Building, 50,000 square feet floor space on railroad siding. Will lease all or any part.

**FALENDER REALTY CO.**  
Indianapolis, Ind.



## HELP WANTED.

**WANTED**—An experienced elevator manager, must be good grain man, capable of handling office records and carrying on a general business correspondence. State age, nationality, ability, also how soon you are able to accept position. Address R. M. Lang Elevator and Lang Mfg. Co., Hoffman, Minn.

## SITUATION WANTED.

**WANTED**—Position as elevator operator; seven years' experience; best of references. Address Frank Hill, Jr., 58 W. Dayton St., West Alexandria, Ohio.

## SCALES WANTED.

**RICHARDSON AUTOMATIC SCALES** bought and sold. Address 60C13, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Ten ton truck scale in A No. 1 condition. Give full particulars and low dollar with reply. Write C. E. Lowry, 1108 23rd St., Sioux City, Iowa.

**WANTED**—Richardson Automatic grain and bag portable scales. State capacity, how long used and lowest price. Morse Engineering Co., Kansas City, Mo.

**WANTED** — Second-hand Richardson Automatic scale, six bushel capacity, must be in first-class condition and latest type. McDonald Grain Company, Temple, Okla.

**SECOND HAND SCALES** for sale of any make, size or price, always find ready buyers when represented in the "Scales For Sale" columns of the Grain Dealers Journal.

## SCALES FOR SALE.

**FOR SALE**—Fairbanks carload track scales, in good condition, almost as good as new; type registering beam under cover; a bargain. Address M. O. Koesling, Osborne, Kansas.

**RICHARDSON** Automatic Scales, 4 to 8 bu. capacity, for sale; fine condition. Also R. R. track scales. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

**FOR SALE**—Four 1600-bu. Fairbanks-Morse hopper scales; type register beam. These scales were installed in 1922 by the Santa Fe Railroad in an elevator, which has been dismantled. If you are in the market, you will save money. J. Goldberg & Sons, Inc., 7500 Independence Ave., Kansas City, Mo.

## ENGINES FOR SALE

**FOR SALE**—One 15 hp. Fairbanks-Morse Type "Y" oil engine, in good condition. Minton Creamery, Harper, Kansas.

**FOR SALE**—25 h.p. Fairbanks-Morse Type "Y" oil engine, in excellent running order. Will consider in on trade for double motor driven 22" attrition mill. Address W. D. Rapp & Son, Sabina, Ohio.

**GASOLINE AND OIL ENGINES** of all kinds, sizes and prices can be sold profitably through the "Oil and Gas Engines" columns of the Grain Dealers Journal of Chicago.

## WANT ADS WORK WONDERS.

They sell elevators, find help and partners, secure machines and engines which you want, sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. **READ and USE THEM.**

## INFORMATION BURO.

**READERS DESIRING** to learn by whom or where any grain handling machine or device is made can generally obtain it promptly by addressing Information Buro, Grain Dealers Journal, Chicago, Ill.

## ENGINE WANTED.

**WANTED**—Second-hand gasoline engines. State make and size. Louis Graff, Minier, Ill.

**WANTED**—Second-hand oil engine, preferably Type "Y" 25 to 50 hp. Fairbanks-Morse. Rileysburg Grain Co., Rileysburg, Ind.

## WANTED

40 hp. steam engine, either center or left hand side crank. Must be in good condition. Brocton Elevator Co., Brocton, Ill.

## BELTING WANTED.

**WANT TO BUY** 140 feet of 12-inch good second-hand rubber elevator belting with or without buckets. Otis J. Bear, Kempton, Ill.

## Bargain Sale in Soiled and Shelf Worn Books.

**One Grain Receiving Ledger**, Form No. 43, fitted with a strongly reinforced index for listing accounts. Gives instant access to individual accounts of farmer patrons as each page is numbered. Will hold 8,800 listings of wagon loads. Price, \$1.75 and postage. Order No. 43 Special.

**Two Railroad Claim Books** for overcharge in freight or weight. Each book contains 100 original and 100 duplicate blanks with two-page index and four sheets of carbon; slightly soiled. Very special at \$1.25 and postage. Order "Special 411-E."

**Gold Bricks of Speculation**, a study of speculation and its counterfeits and an expose of the methods of bucketshop and "Get-Rich-Quick" swindles. We have a few of these interesting books soiled from display, written by John Hill, Jr., of the Chicago Board of Trade, which we will send on receipt of \$1.00 each and postage to carry. Weight 4 lbs. Order "Gold Bricks of Speculation Special."

**One Railroad Claim Book**, containing 100 sets for loss of weight in transit. These claim blanks are printed on bond paper, bound in books, each containing 100 originals and 100 duplicates, with two-page index and four sheets of carbon. Soiled, used as salesman's sample. \$1.00 and postage. Weight 2½ lbs. Order "Special 411-A."

**One Clark's Decimal Wheat Values** reduces any weight from 10 to 100,000 pounds to bushels of 60 lbs. and show the value at any price from 50c to \$2.39. These tables have the widest range of quality and price, are so compact and so convenient no Wheat Handler can afford to attempt to do business without them. Printed on linen ledger paper, 40 pages, size 9x11½ inches. Shipping weight 1 lb. The soiled copy will be sold for \$1.50 plus postage and insurance. Order 33X, Special.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL,  
309 So. LaSalle St., Chicago, Ill.

## HELPFUL BOOKS FOR CARLOT GRAIN HANDLERS.

**Clark's Freight Tables:** Show the freight rate per bushel from a given rate per hundred pounds, when the rate is from 2 to 50½ cents per hundred pounds, by one-half cent rises. The table is printed in two colors on heavy Bristol board, size 7x9 inches, and may be used for determining the freight per bushel of 60, 56, 48 and 32 pounds. Price 25 cents.

**Clark's Decimal Grain Values** saves time and money and prevents errors. It shows at a glance, or with simple addition, the cost of any quantity of grain from 10 to 100,000 pounds at any given market price and reduces pounds to bushels on the same page. Values are shown directly from pounds without reducing to bushels. Pounds shown in red figures and values in black; price being given at top and bottom of each page. Prices for oats range from 10 to 79 cents a bushel; for corn, rye and flaxseed, 10 cents to \$1.09; for wheat, clover, peas and potatoes, 30 cents to \$1.59; for barley and buckwheat, 20 cents to \$1.49 per bushel. Order Form 36. Price \$5.00. Weight 1½ lbs. All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL,  
309 So. LaSalle St., Chicago, Ill.



## HOTELS OF HOSPITALITY

In Omaha, Neb.—Hotel Fontenelle  
350 Rooms — 350 Baths

In Lincoln, Neb.—Hotel Lincoln  
250 Rooms — 200 Baths  
\$1.50 to \$3.50.

In Sioux City, Ia.—Hotel Martin  
350 Rooms — 300 Baths  
\$1.75 to \$3.50.

In Cedar Rapids, Ia.—Hotel Montrose  
300 Rooms — 250 Baths  
\$1.50 to \$3.50.

In Sioux Falls, S. D.—Hotel Carpenter  
175 Rooms — 100 Baths  
\$1.50 to \$3.50.

And twelve others  
Operated for your comfort by

## EPPLEY HOTELS CO.

Williamsport, Ind.—We have been getting your journal for some time and always read it with a great deal of satisfaction.—Davis Grain Co.

## KEEP POSTED

## GRAIN DEALERS JOURNAL

309 So. La Salle St., Chicago, Ill.

**Gentlemen:**—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator..... Post Office.....

State.....



**MACHINES FOR SALE.**

**FOR SALE**—One Barnard & Leas 100 bbl. sifter, practically new. Priced right. Address Hagerstown Grain Co., Hagerstown, Ind.

**FOR SALE**—25 ft. elevator man lift, used very little; weight, rope and cage in good condition; could be made higher by adding side strips. Half price, f.o.b. Alvin. Address Geo. L. Merritt, Alvin, Ill.

**SAVE POWER—REDUCE FIRE RISK**

By installing Used or New Ball or Roller Bearing Hangers and Pillow Blocks at very low prices.

Transmission Machinery Co., Chicago, Ill.

**FOR QUICK SALE.**

Motor and belt driven single and double head attrition mills, slightly used, fully guaranteed. Wire, phone or write for extremely attractive prices. **DIAMOND HULLER CO.**, Winona, Minn.

**FOR SALE**—Clipper cleaner with traveling brushes; elevator buckets 4" to 6" projection, 6" to 12" on the belt; some belting and pulleys; 3 Fairbanks-Morse grain testers. All the above in good condition. **H. D. Everingham**, Fort Madison, Iowa.

**USED MACHINERY FOR SALE.**

One Williams No. 5 Roller Knife Shredder; one No. 1 Jay Bee Grinder; one 30" Bauer Belt Driven Attrition Mill; one 30" Cogswell Double Pulley Attrition Mill. Send for new list of crushing and grinding machinery.

**CONSOLIDATED PRODUCTS CO., INC.**,  
14-17 Park Row New York City

**NEW AND USED MACHINERY FOR SALE**

Two 22-in. double head Bauer ball bearing, motor driven, Attrition Mills; 1 three pair high 9x18 Allis Feed Mill, in excellent condition; 1 Hess corn and grain drier, new, never has been set up, capacity 1,200 bu. per 24 hrs.; 1 double stand 9x24 Noye rolls, LePage cut; and 1 Weller 12 in. x 24 in. steel elevator leg, approximately 130-foot centers, excellent condition. For reasonable quotations on all kinds of mill and elevator equipment write or wire **STANDARD MILL SUPPLY COMPANY**, 501 Waldheim Building, Kansas City, Mo.

**REAL BARGAINS.**

Prompt Attention. Quick Shipments.

When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans specifications, flow sheets, etc., our specialty.

Write us without delay.

**SPROUT, WALDRON & CO.**

9 S. Clinton St., Chicago, Ill.

**MACHINERY BARGAINS.**

One slow speed Hughes Hammer Mill; one No. 4 Jay Bee Hammer Mill; one small Gruendler Mill; one 36" Robinson Attrition Mill with two 50 hp. motors; 20" motor driven Monarch Mill, two 10 hp. motors; 22" Bauer Bros. belt driven mill; 24" Dreadnaught with 30 hp. motor; 16", 18", 20" and 24" belt driven attrition mills; one Hughes Vertical Batch Mixer, ½-ton size; one Burton Horizontal Mixer; dust collectors; 50-hp. type "Y" Fairbanks-Morse oil engine (nearly new); 25-hp. type "Y" Fairbanks-Morse oil engine; 10, 20, 30, 40 and 100-hp. motors, all standard makes; one 100-ton track scale; four bushel automatic scale; one 100-lb. bagging scale; hopper and floor scales; a few large elevators; a few large pulleys; elevator belt and cups, all sizes; grain cleaners, all makes and sizes; magnetic separators; 20" Sampson Water Wheel; 40" Victor Water Wheel; 40" Standard Leffel Wheel; 36" Little Giant Water Wheel. Everything for the Elevator and Feed Mill. Write your wants. **A. D. Hughes Co.**, Wayland, Mich.

**MACHINES FOR SALE.**

**HAVE WRECKED MY FEED ELEVATOR** at Frizell. Anyone wishing to build a small elevator will save money by getting in touch with me. I have head and boot, belt, cups, turn head, rope drive, man lift, and pulleys, everything to equip a farm elevator or a small country elevator. **H. E. Hill**, Frizell, Kansas.

**BOILERS FOR SALE.****FOR SALE**

Two 350 hp. Atlas Water Tube Boilers. Two 350 hp. Heinle Water Tube Boilers. Nine 150 hp. Erie Shell Return tubular boilers. Save money. Communicate with **J. Goldberg & Sons**, 7500 Independence Ave., Kansas City, Mo.

**SEEDS FOR SALE—WANTED**

**CERTIFIED PURE SEED CORN**—Reid's Yellow Dent and Laptad's 90 Day Red, 99% germination. Laptad's Stock Farm, Lawrence, Kan.

**GRAIN WANTED.**

**WE ARE IN THE MARKET** for Oat Clippings and Grain Screenings of all kinds. **Leeson Grain Co., Inc.**, Buffalo, N. Y.

**HAY FOR SALE—WANTED**

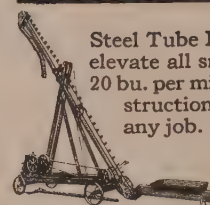
**GE! FULL MARKET** value for your hay and straw. Ship to **John Devlin Hay Co., Inc.**, 192 N. Clark St., Chicago, Ill. **ALFALFA HAY** for sale. Write for delivered prices.

**FUNNY EXPERIENCES.****FUNNY STORIES WANTED.**

Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address **The Smile Coaxer**, Grain Dealers Journal, Chicago, Ill.

**Cover's Dust Protector**

**Rubber Protector, \$2.00**  
Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.  
**H. S. COVER**  
Box 404 South Bend, Ind.

**LITTLE GIANT ELEVATORS**

**Steel Tube Portable Elevators**, elevate all small grains, 18 to 20 bu. per minute. Superior construction features, fit it for any job. Easily transported.

Catalog shows different types

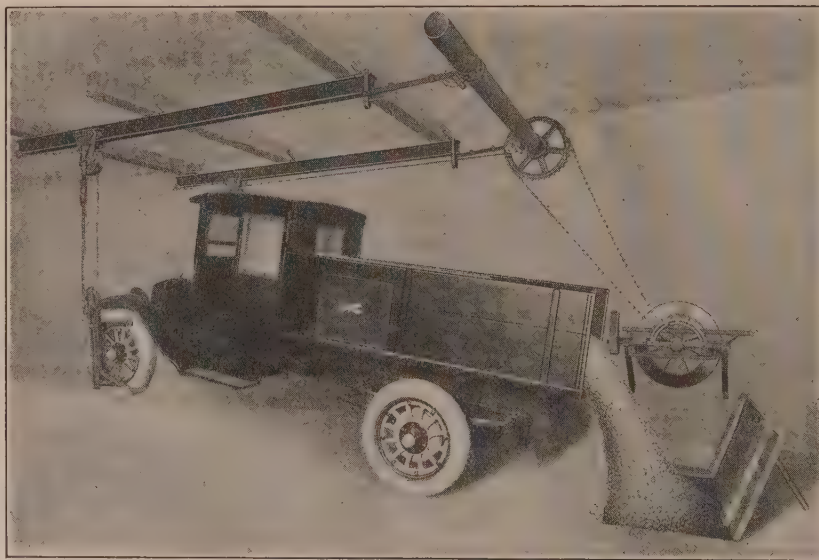
**Portable Elevator Mfg. Co.**  
276 McMunn St. Bloomington, Ill.

**10,000 SHIPPERS Are now using****TYDEN CAR SEALS**

Bearing shipper's name and consecutive numbers.

Prevent **CLAIM LOSSES**  
Write for samples and prices

**INTERNATIONAL SEAL & LOCK CO.**  
617 Railway Exchange Bldg., Chicago, Ill.

**McMillin Wagon and Truck Dump**

A dump that is always ready for operation either by hand or power,—which does not interfere with scales, driveway floor or dump pits.

Will dump from the shortest wagon to the longest truck in a single dump door,—or any number of dump doors regardless of their distance apart. Reasonable expense in installation and will fit most any driveway. Doubly strong for the largest and heaviest truck. Under perfect control in both lifting and lowering of vehicles.

Can raise to any angle desired for dumping. Speedy in operation making a practical and economical dump which fulfills all requirements, and is a dump that satisfies both the Owner and Customer.

Write for circular which will give full description as well as plans for installation.

**ADDRESS**

**L. J. McMILLIN**, 525 Board of Trade Bldg., Indianapolis, Ind.



## SEEDS FOR SALE—WANTED

### ED. F. MANGELSDORF & BRO.

Buyers and Sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder,  
Seeds Sudan Grass, Soy Beans, Cow Peas  
St. Louis, Missouri

### LOUISVILLE SEED COMPANY, Inc.

Louisville, Kentucky  
Buyers and Sellers of All  
Varieties of Field Seeds  
Headquarters for Redtop Orchard  
Grass and Kentucky Blue Grass

### J. G. PEPPARD SEED COMPANY

Buyers SEEDS Sellers  
ALFALFA, CLOVER, BLUE GRASS, SWEET CLOVER KANSAS CITY, MO.

### BUCKEYE BRAND FIELD SEEDS

Strictly No. 1 Quality  
The J. M. McCullough's Sons Co  
CINCINNATI OHIO

WE SPECIALIZE IN  
ALFALFA BLUE GRASS  
SUDAN MILLET and CANE  
WRITE FOR SAMPLES AND PRICES  
RUDY-PATRICK SEED CO.  
Kansas City, Mo.

### North American Seed Co. MILWAUKEE, WIS.

CLOVERS—TIMOTHY  
ALFALFA  
Get our samples and prices before buying

### Crabbs Reynolds Taylor Company CRAWFORDSVILLE, INDIANA

Buyers and Sellers  
CLOVER AND TIMOTHY SEED—GRAIN

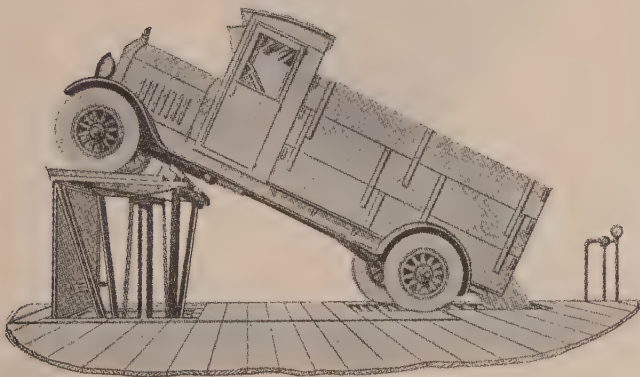
L. TEWELES SEED CO.  
Distributors of  
BADGER BRAND SEED  
Milwaukee, Wisc.

### Tobin-Quinn Seed Co.

Kansas City, Mo.  
THRESHERS & CLEANERS  
HIGH GRADE MISSOURI BLUE GRASS

WHEN YOU BUY—BUY RIGHT.  
OUR ADVERTISERS OFFER THE BEST.

### Winter's Truck and Wagon Dump ALL STEEL CONSTRUCTION



Winter's Dump embodies quality which meets the requirements of grain elevator operators, where service, low cost of installation, and construction are the essential points.

Equipped with Roller Bearing cast iron ring piston. Lifts on all four corners.

Write for full particulars.

### CLOW-WINTER MFG. CO.

Minneapolis, Minn.

## LARVACIDE

CHLORPICRIN

### A 100% Exterminator

The Safe Fumigant for  
Grain Elevators--Seed Warehouses  
Flour Mills--Private Residences

Non-Inflammable  
Non-Explosive

Sanctioned by Mutual Fire Prevention Bureau  
Information Including Technical Papers on Request

**INNIS, SPEIDEN & CO.**  
INCORPORATED  
46 CLIFF STREET, NEW YORK.

Selling Agents for ISCO CHEMICAL CO.

Authorized Distributors Who Intelligently  
Handle Your Problems

Furniture Fumigation Co., 538 W. Pershing Rd., Chicago, Ill.  
Twin City Exterminating Co.,  
2399 University Ave., W., St. Paul, Minn.  
Safe-Way Exterminating Co., 429 Franklin St., Detroit, Mich.  
Twin Ports Exterminating Co., 1911 23d St., Superior, Wis.  
Bode Furniture Fumigation Co.,  
2191 Western Ave., Cincinnati, O.

Territories are open for active responsible distributors



# Diamond Grain Belts

used in the Country's largest elevators:  
*Chosen by America's Foremost Experts!*

—because the consensus of opinion in the Grain Industry, based upon the experience of the past, approves their economic value.

—because their performance in every important grain center in North and South America, during the past thirty years, is well known.

—because every new idea in rubber manufacture is carefully tested in our experimental department, and is either adopted or rejected on its merits.

When you buy a Diamond product, you get the result of the latest *approved* ideas and processes.

You will make no mistake if your specifications call for Diamond Rubber Belts.



Diamond Grain Belts arranged in tiers one above another. B. & O. Elevator, Baltimore, Md.

THE DIAMOND RUBBER COMPANY, Inc., Akron, Ohio

Atlanta  
Chicago

Boston  
Dallas

Kansas City  
Los Angeles

New York  
Seattle

Philadelphia  
San Francisco

# Diamond

*Rubber Belting ♦ Hose · Packing*

"TESTED FOR A THIRD OF A CENTURY"



## GRAIN DEALERS JOURNAL

309 South La Salle Street, Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods for progressive wholesale dealers in grain and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

**SUBSCRIPTION RATES** to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 20c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

**THE ADVERTISING** value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator operators is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

**LETTERS** on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

**QUERIES** for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, MAY, 10 1928

MINNESOTA is again attacking the federal grain grading system at Washington. It is well to be dissatisfied; but it devolves upon the objectors to suggest something better.

DUMPING CRANKCASE oil into grain receiving pits does not improve the grading of the grain. Shippers must guard against this unnecessary mixture as it is next to impossible to get the oil out of the grain.

THE MARKED improvement in the condition of box cars has relieved grain shippers of a world of labor and expense for placing box cars in condition to transport their grain safely to destination but the light movement of small grain is likely to result in a deterioration in the condition of cars and increased losses to grain shippers who do not vigilantly inspect each car presented for loading and cooper it carefully before entrusting their grain to it for transportation.

ATTEMPTS to charge freight on the weight of grain doors transported are made nearly every month by some cockeyed freight agent in the large territory covered by the Central Freight and Trunk Line Ass'ns. All such attempts should be met by stern refusal. It has not yet come to pass that the grain shippers must pay freight on the wheels, axles, draft gear, and boxes used by the carriers in carrying on their business. No authority can be found in the tariffs for such a charge. The extortion should not be tolerated.

THE QUICK response of the members of the Illinois Grain Dealers Ass'n at its recent meeting to the appeal of the Secretary for sufficient funds to carry on the work of the organization more efficiently shows conclusively that the dealers fully appreciate the helpful work being done by the organization and its hard working Secretary.

THE CORN BORER has been on one 214-acre farm in DeKalb county, Indiana, for six years, and the owner declares the insect has never done him any damage, as the ants eat the borers before they get a start. The ants eating the borer do the farmer more good than the bureaucrats eating the taxes and going about the country distributing the \$2 per acre dole.

IF YOU have not sufficient confidence in the honesty of your commission merchant try some one else, and do not overlook the fact that every time you make an over-draft you irritate the receiver to a point where he does not care much whether he gets the top of the market for you or not. He has trouble enough financing his own business and is seldom willing to help you finance yours.

AN INCREASE in the wheat acreage of one-third is advocated by the Government of Victoria, Australia, just when the U. S. Dept. of Agriculture is deprecating increases in its "intentions to plant" forecasts. This free advice is worth what it costs, and the wise farmer will grow wheat when he figures it will pay him to do so. The meddlesome bureaucrats are interested only in their own salaries.

THE LANDLORD'S lien law of Iowa has placed the burden of collecting farm rents upon so many regular buyers of grain in the open market that the Western Ass'n is now demanding that the law be amended so as to require the recording of all such liens in order to establish their validity. This would help to give notice to regular established grain buyers and relieve them of the necessity of catechising every tenant who brings in a load of grain.

MERCHANDISERS of grain inevitably will be afforded an opportunity to take a larger margin of profit after weak concerns have retired from the grain business under the threat of McNary-Haugenism. Men who have the foresight usually associated with the accumulation of large means will stay in the business, glad to have an antagonist worthy of their steel, as indicated by a correspondent in "Letters" this number.

COTTON market news has been so well developed by private news agencies it seems an unwarranted intrusion for the division of cotton marketing of the Bureau of Agricultural Economics to consider the development of a governmental market news service on cotton, as was done recently by representatives of the Bureau from Atlanta, Memphis and Charlotte, N. C., in a conference at Washington with the Chief of the Division. All the news now distributed by the leased wires of the Department of Agriculture would be refused by the present recipients if they had to pay for it. In other words, it is not worth what it costs, but it continues because the taxpayers, thru their government, pay the bill.

THE LARGE attendance of shippers at the recent state meetings proves conclusively that country elevator operators are recognizing more than ever the helpful influence of their state organizations and especially the beneficial effects of local meetings and a clearer understanding of their competitors. Men who strive to promote cordial relations with their competitors are not in a mood to credit them with the disturbing practices reported by those who are interested in starting overbidding contests.

SHIPPING GRAIN without employing a reliable shipping scale is attempting to do business by guess. The shipper who loads out grain without dependable shipping scale has no definite knowledge of how much grain he loses on each shipment and surely he is not in a position to file a claim for loss even tho the weighmaster at destination reports car leaking badly. It does not matter how much a shipping scale costs, it is far more expensive to do business without it than to pay the retail price.

THE FREIGHT paid on the dockage shipped from the elevators of the Spring wheat states on the crop of 1926 alone amounted to more than the cost of equipping each elevator of that district with a modern grain cleaner, and yet in spite of this fact many elevator operators persist in trying to get along without a cleaner. The discounts suffered by reason of the foreign matter content of their shipments is another expense that should make it difficult for any progressive elevator operator to continue to handle small grain without a cleaner that will remove all this dockage.

TRADING IN JOB lots of 1,000 bus. for future delivery was established many years ago by the Chicago Board of Trade when box cars were small. Now that the box cars have grown so large that country shippers who desire to hedge against shipments are unable to make use of the future trading. After discussing the matter at the recent Sioux City meeting the shippers unanimously adopted a request to have the rule changed so as to permit future trading in lots of 1500 bus. This would enable many shippers to take advantage of the future market who do not now hedge their shipments. Doubtless the Board members will be only too glad to make the change requested.

BUREAUCRATS in the U. S. Department of Agriculture who mistakenly believe they have a call to forecast prices of cotton will be put in jail for 5 years or fined \$15,000 under a bill which passed the Senate May 11, which confirms the thought expressed by one of the speakers at the Joliet meeting of the Illinois dealers that the bureaucrats were all right so long as they were predicting higher prices. By omitting to make the same penalty apply to the forecasting of prices of grain Congress serves notice on the Dept. of Agriculture that only higher prices may be forecasted. If any employe of the Department predicts lower prices for grain the Senate will be expected to enact a law immediately to throw him into jail. Why not amend the law to provide it shall not apply to employes who predict higher prices?



### Field Seeds a Logical Sideline.

The President of the Western Grain Dealers Ass'n at its recent annual meeting, out of a ripe experience in handling field seeds, recommended this branch of the business most highly as a profitable side line for country elevator operators. We feel certain that grain dealers looking for a real opportunity to serve their farmer customers will find helpful hints in his comments on the methods of his firm. The elevator man is just as much interested in the farmer getting a large crop of quality grain as the farmer is himself, because that will insure the grain dealer having a larger volume of grain to handle, and if he is able to ship grain of superior quality he is not so likely to be disappointed by his account of sales later.

The grain grower in looking about for desirable field seeds occasionally falls into the hands of some fakir who loads him up with a lot of worthless seed that may necessitate a second planting or even result in a small crop of poor grain. This brings distress and disappointment to the grower and likewise to the grain handler at the local station. Field seeds is a logical side line for the country elevator operator. A conscientious selection of good tested seed and care in cleaning will not only bring him permanent profit, but a satisfactory crop to handle later.

### Shippers Demanding Protection from Failing Banks.

Shippers of grain, flour and other merchandise have suffered greatly during recent years by the failure of banks thru whom they were requested to make sight draft attached to bill of lading. The banks being in straightened circumstances have always been alert to grab the funds of foreign firms so as to make their failure less burdensome on local depositors. When hard up they have held money paid for drafts for weeks altho it had been their previous practice to forward cash promptly. The practice has become so common with small interior banks that some shippers have refused to consign goods to such points and others have stamped on the back of their drafts the following:

*"This draft is a cash item and is not to be treated as a deposit. The funds obtained thru its collection are to be accounted for to us and are not to be commingled with the other funds of the collecting bank."*

The courts of several states have held that this stipulation stamped on the back of a draft should make it impossible for the receiver of the bank to absorb the money belonging to the shipper as assets of the defunct institution. Shippers do not make drafts thru a bank with the expectation or intention of becoming a depositor or creditor of the bank, they really make use of the bank's services as a collector for the accommodation of buyer who is averse to paying out his money until goods arrive at his station. Any law or court decision which protects funds in the course of collection from the grasp of the bank's receiver will help to protect shippers and encourage commerce between distant points. Shippers cannot hope to keep posted on the financial condition of licensed banks in distant states so they should

not be made a depositor or creditor of a financial institution which they seek to use only as a collector.

H. R. 13153 has been endorsed by several shippers' organization recently and it behooves grain shippers everywhere to appeal to their representatives in Congress to support the bill.

### The Growth of the Feed Business.

The remarkable growth of the feed business is vividly reflected by the excellent address of Mr. Edwards delivered before the dealers at Sioux City and we feel certain that every dealer even tho he has not yet undertaken the handling or grinding of feeds will be deeply interested in what Mr. Edwards has to say. Many dealers have been handling commercial feedstuffs and grinding for farmer patrons for years and realizing better profits from their investment than from their grain handling.

One thing which some grain dealers seem to overlook and that is that more of the products of the farm are fed on the farm today than ever before. Competition abroad with grain grown on cheap land in other countries has depressed our markets to a point where our grain growers are forced to take advantage of the demand for meat products. Many of them now have their grain ground at the local elevator and mixed according to their own formulas so that the grain elevator operator is becoming not only a feed handler, but a compounder of many well balanced rations which are guaranteed to give far better feeding results than the feeding of straight grain as has been indulged in by the farmer heretofore.

It is encouraging to find that many elevator men are giving a careful study to the scientific formulas for feeds which will insure better results, and their study and provision of machinery for mixing and grinding is proving most satisfactory to their customers and profitable to themselves. All this machinery requires more power and more thoughtful operation than the elevator man has been accustomed to give to his mechanical equipment, but it pays greater profits and he should be glad to take advantage of the opportunity and help his farmer patrons to more profitable results.

### Buying Grain Over An Out-of-Date Scale.

Country elevator operators who are still buying grain delivered by truck and attempting to weigh it over an out of date wagon scale owe it to themselves and their creditors to read and *carefully peruse* the address of Mr. Ingram published elsewhere in this number, which was delivered before the Western grain dealers at Sioux City last week.

Many railroads construct their track scales so as to make it unnecessary for locomotives to pass over the weighing platform. The traction of the driving wheels dulls the knives and results in slow action of the levers. It is no different with the small wagon scales which are used by heavy trucks. A careful perusal of Mr. Ingram's observations and recommendations are sure to be of real help to every cautious grain dealer who will take the time to inspect his own weighing facilities.

### Encouraging Developments for Inland Waterways.

High freight rates on grain shipped by rail which are the direct result of the eight-hour day and frequent increases of pay for railroad labor have driven export grain to the water routes. Our surplus grain comes from points so far inland that lower costs of transportation to the seaboard must be obtained if our exporters are to compete with the grain exporters of other countries where low rates of freight, cheap ground and cheap labor prevail.

Several towns along the Mississippi River are now constructing docks in the hope of the Government's making a marked improvement in its Warrior Barge Service. Years ago much grain was shipped down the Mississippi, but by means of cut-rates and monopolizing river frontage the railroads killed off the barge lines. Now that extremely high rates of freight prevail on grain for export, it would seem possible for private enterprise to re-engage in barge service on the Mississippi at least to the advantage of our export grain traffic and with profit to themselves. The managers of the Warrior Barge Service no doubt are convinced that the barges can be operated profitably, but they are still asking for Government contributions to their expense account.

### Failing Elevator Operators Prove Need of Wider Margins.

Changing conditions in the grain trade of Iowa has resulted in a direct reduction of the number of elevators operated in that state. This is clearly reflected by the annual report of Sec'y Milligan who is striving earnestly to impress the dealers of his organization with the necessity of working on a wider margin, else the number of failures will increase. The number of sheriffs' sales in that state during the past year have of themselves been sufficient to force every elevator operator to stop and consider, Why so many of his brethren were falling by the way.

Large trucks and hard roads have not only made it necessary for the elevator operator to install larger and stronger scales, dumps and legs, but it has made necessary a better service for the farmer patrons because the ease of transporting his grain to the next elevator is no bar to his taking it there. The greater investment in facilities not only calls for a wider margin, but fully justifies it. The elevator operator must not only study the needs and whims of his farmer patrons, but he must serve them in a way that they will feel he is entitled to a wider margin. It is of no advantage to the farmers to force the elevator man into bankruptcy, they need his services and should be willing to pay for them. The reduction in the number of elevators reported by Sec'y Milligan will help to increase the volume and to justify the wider margin for those remaining.

Just as we go to press we have received the distressing news of the failure of an Illinois grain merchant for almost \$50,000. Yes, he gave free storage, advanced money and gave the rise of the market, all of which led him to over-bid his competitors and the market and to overgrade his grain. In fact he did everything he could to humor his farmer patrons and now his creditors must pay the bill. He



long since exhausted his own operating capital. No grain dealer can expect permanently to remain in business when he persists in giving away the use of his capital, his facilities, his time and his labor. It is ridiculous to attempt it, yet nearly every week we receive proof that one more country grain dealer has attempted to do the impossible and failed.

## The Speculator is the Grain Growers' Best Friend.

All of the impracticable bills pending in Congress designed primarily to catch the farmer's vote, but with no prospect of aiding a farmer one iota were denounced by speeches and resolutions at the recent state conventions, yet none of these wild measures receive the drubbing they truly merit. When a pinheaded politician starts out to play peanut politics, he seems willing to champion anything that gives promise of gaining one more vote in utter disregard of the rights of citizens or the true interests of the farmer they claim to be helping.

It should not make any difference to the producer of grain or cotton who buys their products or for what purpose. Any high school boy knows full well that the more buyers there are in the market for any commodity the higher will be the average range of prices. Yet Senators Capper, Caraway and a number of other dullards would handicap and drive out of the markets the speculator, the best friend the farmer ever had, the man with the money who is willing to jump into the market at the height of every crop movement and buy and hold the surplus until the customer needs it.

Ask any farmer if he is opposed to his crop being bought to pave the boulevards of Hell or to feed the monkeys of Siam, and he will quickly tell you he does not care what they do with it so long as they pay him for it. The politicians in their eagerness to win the favor of the farmer voters misrepresent the influence of the speculative buyers. We cannot believe it possible they are so dumb as to misunderstand the bullish influence on the market of every buyer who enters the market. Both grain producers and grain merchandisers need the helpful influence of the far-sighted speculator who is always willing to jump into the market when values drag.

Joe Leiter paid extravagant prices to farmers all over the land for their wheat and lost nearly \$10,000,000 in an effort to keep up the price of wheat, yet we have not heard of any Congressman introducing a bill for the relief of Joe Leiter, the wheat grower's benefactor. The Nation is suffering from a surplus of incompetent lawmakers who use their offices primarily to gain votes rather than to help the country to better business conditions. What we need more than anything else is a committee of broadminded citizens to investigate the abilities and aims of candidates for office before they are permitted to appeal to the voters for support. The Nation needs real statesmen who are willing and able to work for all the people rather than for their own entrenchment. We are getting mostly lawmakers guided and controlled solely by selfish interests. Senator Capper with his string of farm papers is no exception.

## Taking Profits Near the Top.

Many traders who buy early in an advancing market sell out too soon. After holding for several days they have a profit of 5 to 10 cents per bushel and take it. As soon as they have sold out, the market resumes its advance until after several weeks the original trade might have shown a profit of 50 cents per bushel.

While there is no mechanical method that will guarantee getting out at the top, one trader suggests that the time to take profits is when after a good rise above the highest prices previously reached on that movement, the market reacts on the same day to a point below the previous day's close and near the low of the day. This does not mean that long wheat should be sold out any time that the price gets below the preceding day's close, but only on days that new high was made.

The underlying theory of this market action is that extensive up and down movements in the brief space of time of one day show that altho the trading is heavy the market is getting nowhere, that the selling after so long continued an advance is finally balancing the buying. Fresh buying is insufficient to keep the price moving up, and the market is overbought.

The market will continue on down day by day until it becomes readjusted. This may require one week or several weeks' time, and involve a drastic drop in prices.

The converse is true when a market has become oversold, the indication of which is, after several weeks of falling prices, there comes a day when the market early that day has a good break followed the same day by a complete recovery and a close near the top of the day and higher than the close of the preceding day. Feb. 8, 1928, is a good example of such a turn in the market at the bottom, which is made clear by inspection of the chart on page 297 of the Journal for March 10, when May wheat sold around \$1.28¼.

During the advance, which reached \$1.71 on April 30, \$1.70½ for July, there was no clear cut indication that the wheat market had become overbought. The nearest approach to this indication of an overbought condition was in July corn on May 1, 1928, as shown on the chart elsewhere in this number.

CEREAL OATS commonly classified as pin oats are surely in disfavor with the grain trade and everybody seems to be resolving against this offender. If some one would grind them up into delicious hog food the market would be relieved without any more agitation.

## Elevator at Sarnia, Ont.

In Canada as nowhere else we find the most picturesque setting for concrete grain elevators that outrival the famed castles on the Rhine. Seen from the broad expanse of our inland seas against a background of primeval forest this last word in grain elevator architecture is an impressive sight. Such is the reinforced concrete structure at Sarnia, Ont., pictured on our outside front cover page.

The Sarnia Elevator is located at a most advantageous spot, on the St. Clair River, which is hardly ever frozen in winter, affording winter storage vessels perfect security in 30 acres of sheltered slips accessible in any weather.

The plant has a storage capacity of 1,002,750 bus., and being solely a house for the transfer from boats to cars, has no grain cleaning or clipping machinery. Facilities for receiving from cars are unnecessary.

The marine tower has installed in it a marine unloading leg with a nominal capacity of 25,000 bus. an hour, but which on actual test is claimed to have handled more than 31,000 bus. This unloading leg discharges into a garner over an 800-bu. marine scale, which discharges into a lower garner, the latter discharging into a 25,000-bu. loftier leg elevating to the distributing system above the bins or upon a belt running to either of the shipping legs in the working house. The loftier leg discharges directly to several storage bins upon a system of one cross conveyor and two longitudinal belt conveyors, these being 42 inches wide.

The buckets on the marine leg are in two rows, 18x8x8 ins., on the shipping legs each two rows 12x8x8 ins. with a capacity of 12,000 bus., and the loftier leg two rows of 20x8x8-in. buckets. The marine tower has both ship shovels and clean-up shovels.

The working house has 9 bins with a storage capacity of 68,250 bus. The two shipping legs discharge to either of two 2,400-bu. garners, each garner discharging to a 2,000-bu. scale hopper. Either scale hopper discharges to either carloading spout on the two loading tracks. A car puller is provided to operate on either track.

The storage consists of 22 circular bins 22 ft. 6 ins. inside diameter by 108 ft. high, and 16 interspace bins, the 38 bins holding 934,000 bus. Above the storage are two 42-inch belts each having a 2-pulley self-propelling tripper. The two conveyor belts underneath the storage are 36 ins. wide. A Humphrey Employees Elevator was installed for access to the upper stories.

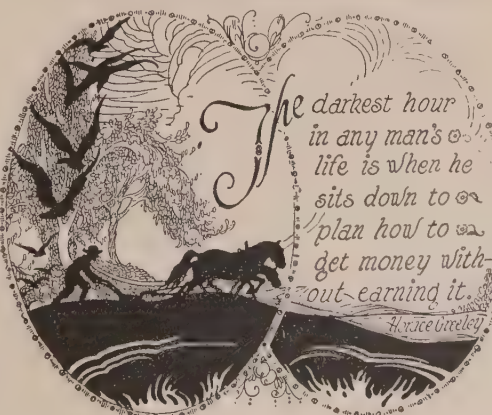
All power is provided by electric motors numbering 16, with a total of 667½ h.p. The general machinery was furnished by the Webster-Ingalls Co., the scales by the Canadian Fairbanks-Morse Co., and the rubber belting by the Gutta Percha & Rubber, Ltd. The conveyor transmission is by Morse Chain, and the elevator head speed reduction is by Falk Her-ringbone Gear.

The engineers and constructors of the plant are the Macdonald Engineering Co., of Canada, Ltd.

The house is owned and operated by the Sarnia Elevator Co., with A. R. Roberts, vice pres. and mgr., and F. C. Sheppard, who was for 9 years with the Goderich Elevator, as superintendent.

The summer rates are as follows: Elevation, on domestic grain, the elevation from vessel to cars, including 15 days' free storage, but exclusive of vessel shoveling charges, 1 cent per bu.; on export grain, the elevation from vessel to cars, including 15 days' free storage, but exclusive of vessel shoveling charges, ¾ cent per bu. Storage, on all grain, for each succeeding 10 days, or part thereof, after free period, ¼ cent per bu. Turning, for each time the grain may be turned, ¼ cent per bu. Shovel-ing (payable by vessel), \$4.00 per 1,000 bu.

Rates are a little lower in winter by an extension of the time of free storage.





"If we did not have any difficulties, any office boy could run our business. We are developed by overcoming obstacles."

## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### How to Make Rag-Doll Corn Test?

*Grain Dealers Journal:* Specifically, why is it advisable to test seed corn, and secondly, how is the rag-doll corn test made?—Iowa Dealer.

**Ans.:** Seed corn is tested to determine whether or not it will germinate after it is planted in the soil. This insures against replanting.

To make the rag-doll corn test, take a piece of muslin 52 inches long and 10 inches wide. This size will test 40 ears at one time. With a crayon, mark a line down the middle; begin six inches from the ends and mark across lines two inches apart. Each space and ear is numbered. Six kernels from each ear are placed in the squares. The tester is rolled up and soaked over night in warm water. In one week it is opened and read.

### Uses of Elevator Dust?

*Grain Dealers Journal:* Being for a long time subscriber to the Grain Dealers Journal which we read with unlowered interest, we now want to ask for some information.

We know that in America dust from the dust collectors and screenings from the separators are utilized for various purposes, and would like to know what are the means and methods of dust and screenings utilization? What literature is available on the subject? Of special interest is the preparation of briquets which could be utilized for fuel.—W. Petroff, manager Elevator Department of the People's Commissariat for Trade of the U. S. S. R., Moscow, Russia.

**Ans.:** Grain dust in America is too valuable to be burned as fuel or to be made into briquets for that purpose. It is cheaper to sell the dust and buy coal, tho there are places where the dust is burned to get rid of it.

Large terminal elevators have packing machines to compress the dust into bags, for sale to feed manufacturers who mix the dust with other ingredients of feeds having blackstrap molasses as a binder.

The screenings have recognized commercial value and can be sold as such by the elevator man. At the smaller elevators in the country the screenings are worked off as feed; and if the weed seeds are fine ground as in a hammer mill to prevent their germination they are a valuable addition to the feed.

### Must Landlord or Tenant Pay for Seed?

*Grain Dealers Journal:* We would like to know to just what extent the principles of partnership in law apply where a landlord rents his farm on shares. For instance, if in the lease each party is to pay for half of seed sown, is either party liable to the seller for the whole or must the dealer collect half from each?

If they are feeding stock and buy feed, can the dealer hold either party for the whole?

Also, if a landlord rents on shares or for cash, can he be held responsible for any grass seed sown by his tenant and sown on the farm regardless of the terms between the two.—Wakefield Grain Co., Waterman, Ill.

**Ans.:** A landlord who agrees with his tenant to pay half the cost of the seed does not become a partner. The grain dealer's claim for the seed is against the party who bot the seed, except in states where the statute gives the supplier of seed a lien on the crop. The tenant is liable to the dealer for all the seed, and the tenant must look to the landlord for reimbursement, the tenant having a legal claim against the landlord under his lease. If the dealer has to sue to collect, and the landlord has refused to pay his tenant his half, the dealer could

make the landlord a party defendant on the allegation that the tenant had informed him the purchase was for joint account. If the tenant is good for the amount, or the dealer has possession of the crop, he can recover from the tenant and it would not be necessary to drag the owner into the suit.

When the relationship between landowner and tenant is not inclusive of the feeding business in the lease, but is a partnership aside from the lease, the dealer can hold either party for the whole price of feed.

In the absence of a statute giving a lien for seed the landlord renting on shares or for cash is not responsible for any grass seed bot by his tenant and sown on the farm. Illinois has no seed lien law.

### Rally to Defeat Attack on Grain Markets.

Grain dealers are urged to wire protests to their Washington representatives and to request their local bankers and local chambers of commerce to do the same, against the enactment of the Caraway bill, which absolutely prevents the sale of grain and cotton in the future markets, by the Cash Grain Ass'n of the Chicago Board of Trade, in a letter to the trade, from which the following is taken:

The bill prohibits the transmission of any message in any form, offering to sell or buy cotton or grain without the expectation that the cotton or grain referred to shall be actually delivered under the contract.

As a grain dealer, you know what this bill, if enacted into law, would do to the future markets. IT WOULD CLOSE EVERYONE OF THEM. The measure is intended to be destructive of the present organized marketing machinery, and it does not provide any substitute for the existing facilities. The destruction of the grain and cotton futures market would eliminate the hedging or price insurance facilities of purchasers, merchants, warehousemen, grain dealers and other interested parties, because it is absolutely useless to suggest that the futures market can continue to operate LIMITED TO HEDGING PURCHASES AND SALES.

Every grain dealer knows that if it were not for speculators being prepared, at all times, to purchase the futures from those desiring to make hedging sales and also to make the sales of the future to those desiring to make hedging purchases of the future, the futures market would cease to exist.

### Paul Kuhn Passes On.

Following a physical break-down three months ago Paul Kuhn was removed from his home at Terre Haute to the Methodist Hospital at Indianapolis, Ind., for special treatment, but improved little and passed away at 10 a. m., May 2.

Mr. Kuhn was born at Evansville, Ind., 63 years ago, the son of John Kuhn, and went to Terre Haute 35 years ago to enter the grain business, which he developed until he operated 20 grain elevators in Indiana and Illinois under the firm name of Paul Kuhn & Co. He became a member of the Chicago Board of Trade.

He was a lover of horses and for 30 years maintained stables of Grand Circuit racers. With two stock farms he was one of the largest breeders in the country.

He did much to develop Terre Haute industrially and was always a generous contributor to charitable enterprises. He was a director in the Terre Haute Savings Bank, the First National Bank and the Citizens Trust Co.

The funeral services were held at his residence and interment was at Highland Lawn Cemetery. Surviving him are his widow, Emma G. Kuhn, three brothers, Fred M. Kuhn, associated with him at Terre Haute, Robert C. Kuhn of Hendersonville, N. C., John Bartlett Kuhn of Evansville and two sisters, Mrs. A. G. Torian and Miss Elva Kuhn of Evansville.

Establishing a credit extension "maximum" at say \$50 or \$75 is the sane policy. The larger a bill of indebtedness of a farmer the more difficult the collection.

To each pound of your capital invested, add several ounces of good bookkeeping, a generous quantity of service, a goodly dash of enthusiasm: Then stir! Keeping stirring and organize!—Charles I. Simpson, Denver, Colo.

### Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

May 15-16. Kansas Grain Dealers Ass'n thirty-first annual meeting, Dodge City, Kan., headquarters at the new "Lora-Locke" Hotel.

May 17. Panhandle Grain Dealers Ass'n, Amarillo, Tex.

May 18-19. Oklahoma Grain Dealers Ass'n Thirty-first annual Convention, with the Oklahoma Millers Ass'n and the Coal Dealers Ass'n, Enid, Okla.

May 21-22. Texas Grain Dealers Ass'n, Galveston.

May 24-26. American Feed Manufacturers Ass'n Twentieth Annual Convention, West Baden Springs Hotel, West Baden, Ind.

May 31-June 1-2. Pacific Coast Seedsmen's Ass'n third annual convention, Portland Hotel, Portland, Ore.

June 12-13. Central Retail Feed Ass'n Third Annual Convention, Milwaukee, Wis.

June 15-16. Pacific Northwest Grain Dealers Ass'n annual convention, Walla Walla, Wash.

June 18-19. The Farmers Grain Dealers Ass'n of Montana second annual convention, Havre Hotel, Havre, Mont.

June 19-20. Ohio Grain Dealers Ass'n 49th Record Breaking Jubilee and Convention, Argonne Hotel, Lima, O.

June 21-23. Southern Seedsmen's Ass'n tenth annual convention, Monteleone Hotel, New Orleans, La.

June 26-27. Farm Seed Ass'n of North America, Stevens Hotel, Chicago, Ill.

June 27-29. American Seed Trade Ass'n Annual Convention, Stevens Hotel, Chicago, Ill.

June 28-29. Indiana Grain Dealers Ass'n, mid-summer meeting, Hotel Gary, Gary, Ind.

June —. Farmers Managers Ass'n of Nebraska, mid-summer meeting, Omaha, Nebr.

Aug. 20-22. National Hay Ass'n Annual Convention, Fort Wayne, Ind.

Aug. 23-24. New York State Hay & Grain Dealers Ass'n, Syracuse, N. Y.

August —. Oklahoma Seedmen's Ass'n, Stillwater, Okla.

Sept. 24-26. Grain Dealers National Ass'n, Boston, Mass.

September 24-26. Terminal Grain Weighmaster's National Ass'n Eleventh Annual Convention, Statler Hotel, Boston, Mass.

September 24-26. Chief Inspectors Grain National Ass'n Twenty-Seventh Annual Convention, Statler Hotel, Boston, Mass.

September 24-26. United States Feed Distributors Seventh Annual Convention, Hotel Statler, Boston, Mass.

Dividends from your business depend on the efforts and brains you invest.

Changing the name of the Soft Wheat Millers Ass'n to the National Soft Wheat Millers Ass'n should further bring together all soft wheat millers into one large group and co-ordinate the activities of this branch of the industry. At first the ass'n undertook to boost the consumption of self-rising flour in the South, but found that it must enlarge its activities to take in all soft wheat interests, if it were to accomplish the greatest good to the industry. They have a budget on which to operate of about \$96,000 per annum all paid in, on a basis of actual output of the mills, not on capacity.—Frank H. Tanner, sec'y, Ohio Millers Ass'n.



## Legislation at Washington.

H. R. 13291, introduced by Lankford, April 25, would establish a federal farm board to aid in the control and disposition of the surplus.

S. 3845, a bill to prohibit predictions of prices of cotton or grain by Government bureaucrats, was reported to the Senate April 19.

H. R. 13629 was introduced April 24 by Aswell of Louisiana, to establish a federal farm board to aid in orderly marketing and disposition of the farm surplus.

H. R. 12632, which provides for control of the corn borer and a subsidy to farmers for plowing their lands, and which passed the House April 11 was reported to the Senate April 19, and was passed by the Senate April 24.

S. R. 208 passed by the Senate April 30 requests the Interstate Commerce Commission to quote the rates for transportation of wheat from Fargo, Devil's Lake, Bismarck, Glasgow, Billings, Bozeman, Havre, Helena and Kalispell to Duluth, New York, Philadelphia, Baltimore and Boston. Rates are asked for corresponding distances in Canada west from Ft. William, Ont., to that port and Montreal.

Fred E. Pond, secretary of the Buffalo Corn Exchange, told the Senate Com'te on Agriculture and Forestry, April 25, that he was opposed to repeal of the U. S. Grain Grades Act as proposed by the Shipstead bill. L. T. Sayre, of the Rosenbaum Grain Corporation, Chicago, and T. M. Maynadiere of the Baltimore Chamber of Commerce also opposed the bill.

Owen W. M. Sprague, professor of Harvard University, testifying before the House Com'te on Banking and Currency May 1 on the Strong bill (11806) to direct the Federal Reserve Board to promote the stabilization of the dollar, said too much importance has been placed on price movements as the index of an economic situation. "The per capita consumption of food has decreased. The result has been a downward trend which could not be arrested permanently by the injection of fresh credit." On the return of the countries of the world to the full gold standard there would not be sufficient gold to support prices at their present level, if gold coin was used, he said.

H. A. Bronson, general counsel of the North Dakota Terminal Exchange, Grand Forks, opposed the Shipstead bill to repeal the Grain Standards Act, alleging to the Senate Com'te on Agriculture April 24 that if repealed the Grand Forks market which now has a supervisor salaried by the federal government would be put out of business. "Minnesota would grade our wheat."

Railroad representatives on April 24 objected to an amendment to H. R. 10710 proposed by F. O. Ashburn, of the Inland Waterways Corporation, making it mandatory upon the Interstate Commerce Commission to prescribe such a joint division of rail and barge line rates as would give the barge line traffic now profitable to the railroads. The river is now subsidized and the railroads object to a double subsidy at the expense of themselves and indirectly at the cost of shippers of commodities not carried by water.

## Minority Report Against McNary Bill.

Several of the representatives who are members of the House Com'te on Agriculture have submitted minority reports against the farm relief bill.

Representative Clarke of Fraser, N. Y., in a written minority report, quotes President Coolidge. Also he says:

The Haugen bill seeks to hamper, hinder, humiliate, humble and hamstring the law of supply and demand that every economic authority has shown eventually rules.

To make the Haugen bill effective would add a multitude of other officers, inquisitors, snoops and detectives to eat up our substance and

harass and annoy the overburdened, long-suffering, tax-paying producers of agricultural commodities. In Jefferson's draft of the Declaration we find the perfect picture of what will happen:

"He has erected a multitude of new offices and sent hither swarms of officers to harass our people and eat out their substance."

The Haugen bill ultimately would destroy the co-operative movement. All the producers would pay the equalization fee and get the benefits, so there is absolutely no reason for joining a co-operative. The Haugen bill promises a slow but certain death to the co-operative movement.

## Haugen on Farm Relief.

Gilbert N. Haugen, of Northwood, Ia., chairman of the House Com'te on Agriculture, opening general debate on the farm relief legislation said:

"You will find every walk of life back of this equalization fee."

"Now, who are the men on the other side?"

"You will find there the statement of Mr. Welch of the Minneapolis Chamber of Commerce, who objected that it will break down the regular flow of commodities in commercial channels."

"You will find also the testimony of Mr. Quinn. He is the secretary of the Grain Dealers Ass'n. He stated that when this McNary-Haugen bill was introduced he went down to Washington and 'we found it was certain to be passed by a majority of 95 votes. We got busy; we gave our time to it; we had from 5 to 15 men in Washington; we met the members of Congress and we checked up and we were certain we had the bill beaten by 75 votes.'

"After the roll call," Mr. Haugen went on, "it was beaten by 73 votes. They took the credit for beating it. They are entitled to it. So my friends, we know where the opposition is."

"Recently we have a new organization under the laws of Illinois. Mr. Jensen is the president. Mr. Horner, former president of the Grain Dealers Ass'n is here."

Rep. Aswell of Louisiana said the bill does not represent the opinion of the American farmers. "This is the wickedest of the Haugen bills. Monstrous, autocratic and bureaucratic powers are given this board. It can have only 3 cotton men on it and it can impose an equalization fee on any commodity without consulting producers of that commodity. It could levy an equalization fee of 10 per cent on cotton and turn around and support other commodities out of the revolving fund. The organized farm belt lobby is not trying to get legislation. It is trying to get a veto. Some of my friends came and said to me 'Vote for the Haugen bill and let's put Coolidge in a hole.' Well, you fellows put him in a hole last year and he dynamited you and the hole both."

The Haugen bill passed the House May 3 by 204 to 121; and it goes back to the Senate. After passing the Senate, which is likely, the President is confidently expected to veto it.

## J. G. McKillen President of Buffalo Corn Exchange.

The choice of J. G. McKillen to administer the affairs of the Buffalo Corn Exchange as its president is a recognition of his service to the exchange, having served on many of its com'tes, eight years on the board of directors and for the past two years as treasurer.

Mr. McKillen's experience in the grain business began in 1898 when he entered the employ of Dudley M. Irwin, who was the barley specialist of that market in pre-prohibition days. He was associated with Mr. Irwin for 22 years, leaving in 1920 to engage in business as the head of the corporation bearing his name, J. G. McKillen, Inc., with which he is still connected.

Well qualified as he is, a successful administration of the Corn Exchange by Mr. McKillen can be anticipated during the ensuing year.

## Defending Burocratic Price Predictions.

Lloyd S. Tenny, chief of the Bureau of Agricultural Economics, testified before the Senate Com'te on Agriculture and Forestry in defense of bureaucratic price predictions. He said, "Never in the history of the American cotton business had we sold 2,000,000 bales of cotton at a price over 20 cents a pound." "We had a carryover of 7,800,000 bales and a crop of 13,000,000 bales." He named as those participating in preparing the price forecast that broke the cotton market the following salaried bureaucrats: L. H. Bean, M. Ezekiel, L. Myers, Nels Olsen and C. W. Kitchen.

Rep. Rankin of Tupelo, Miss., declared that the price prediction had caused a great number of "failures, bankruptcies and suicides in the South." He said if you indorse that prediction, Mr. Tenny, you ought to present your resignation right here, and if you don't I am going to ask Congress to get it."

Mr. Tenny: We have made a thoro study of cotton prices and find it possible to estimate cotton prices for a season and changes in prices from one season to another on the basis of supply and demand conditions." He claimed the forecasts had been successful the past three years.

Wheat ground during March, 1928, by 1,053 mills totaled 44,669,229 bus., which was 53.8 per cent of total capacity operated. These 1,053 mills were operated by 876 concerns, of which 87 with a daily capacity of 35,385 barrels were idle during the month. Of these 876 concerns, 855 which were in operation in 1925 produce approximately 92 per cent of the total wheat flour (114,689,930 barrels) reported at the biennial census of manufacturers for that year. During March, 1927, 1,050 mills ground 40,834,914 bus. of wheat which was 50.3 per cent of total capacity operated.



J. G. McKillen, Buffalo, N. Y., President-Elect Corn Exchange.



## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### Speed the Caraway Bill.

*Grain Dealers Journal:* It is my opinion that prohibition of future trading in grain will be the best thing that can happen to those grain dealers and millers who have ample storage, capital and courage.

Eliminate the speculator and the price of grain will average much lower at harvest time and thus average a larger profit on stored grain.

I admit that such stored grain cannot then be hedged and that the risk will be greater. On the other hand the wider price swing, because of low cost, will make it more profitable to store grain, over a period of years, than it has ever been, even if necessary to take a loss some years.

Hedging may enable dealers and millers to work on a smaller margin of profit and help to bolster up those weak-kneed ones, physically or financially, but me for the longer profits even if it is more speculative. That is one time when I agree with these legislative quacks "Who know not what they do." More power and speed to the Caraway Bill. Sincerely yours, L. W. Dewey, Blanchester, O.

### Is Opposed to Advisory Letters.

*Grain Dealers Journal:* I have been receiving numerous samples of market letters, many of the writers wishing to sell me their advice for various sums. I would not take this advice as a gift, let alone pay for it.

I have found that people who are shrewd enough to have something good, take it in themselves, instead of giving it to others, even at a price. I refer them to Proverbs 29:11 for my position of the advice they so willingly give out without being asked for it, which reads: A fool uttereth all his mind: but a wise man keepeth it in till afterwards.

All during the war I was told by some how much certain people were making, but I told them I was not interested. I neither bot one bushel nor sold one bushel in options even as a hedge. However, I received notice from the bankruptcy court of one firm hedging my sale of 5,500 bushels, saying it could not carry out its obligation after the market had declined 12 cents. This was the benefit I received from hedging without experimenting with it myself.

I do not claim to be any shrewder than the other fellow, but after the market was down to the bottom I had the same party that was telling me what the fellows were making on the long side and the short side, say, "Now is the time to buy."

I said to him, "I do not care to hear any more of this stuff. The trade has had a chance on the long way up and the long way down and I do not find anyone becoming hump-backed carrying his gains. You say now is the time to buy. What would lead me to believe it is the time now? Why is the chance better than it was during the war?"

I lay aside these letters to refer them to men like Hon. Arthur Capper of Kansas and T. H. Caraway to see if they cannot help me become rid of this scourge.

Some 15 years ago I advised a Toledo firm that if it would put the penny it was wasting on me in the Sunday contribution box, it might receive some good from it. I told the firm the penny might act as an aid to shortening its sentence here below, but sending it to me was a loss.

I sent two of the letters to the Postmaster General and told him I believed this was using

the mails to defraud, but if I had put the wrong construction on it, the letters were an annoyance to me. But I did ask to be relieved

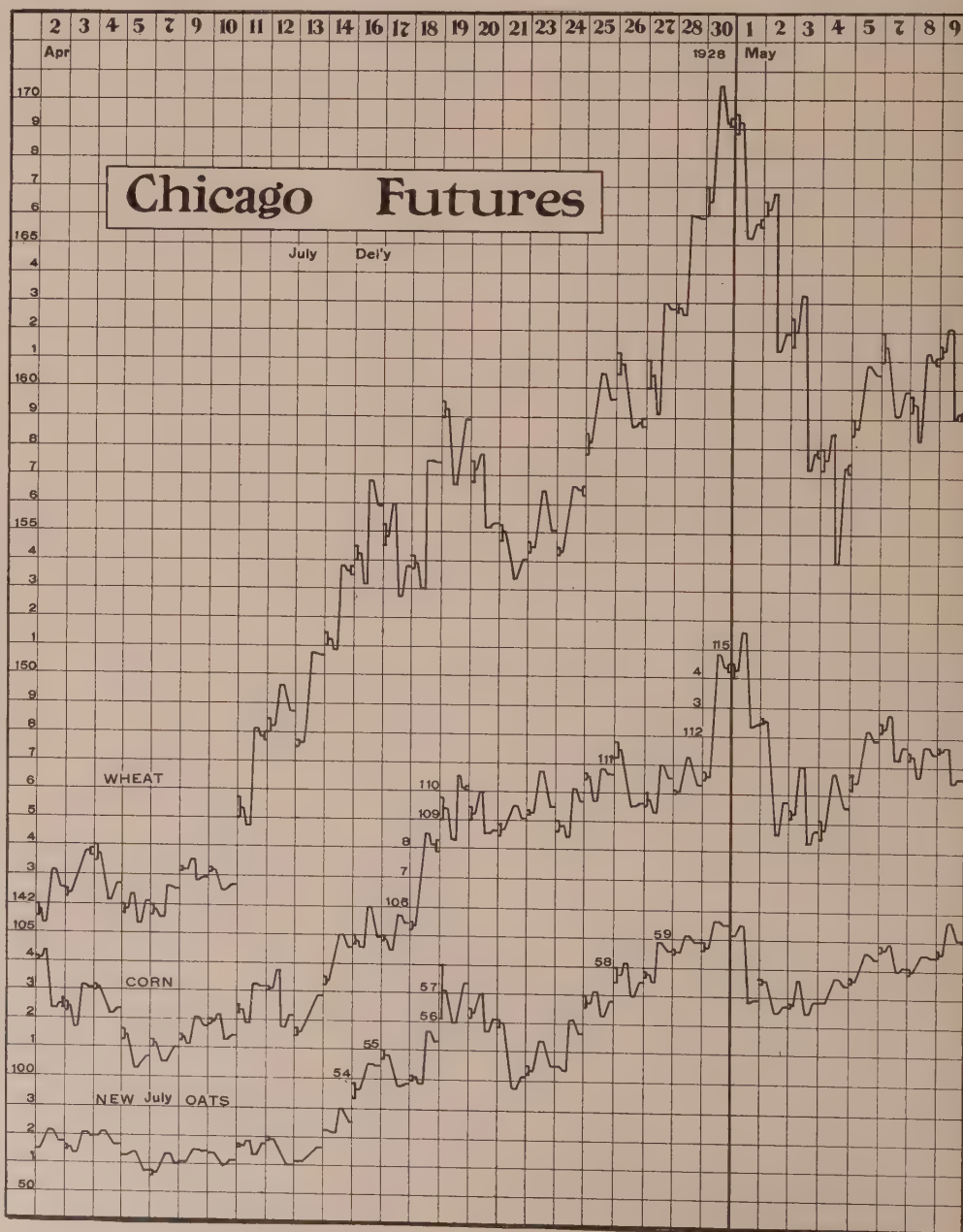
of the annoyance, and was advised I would be. I received no further market letters from that firm.—J. S. Cameron, Elliott, Ill.

### Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for July delivery at the following markets for the past two weeks have been as follows:

	Apr. 25.	Apr. 26.	Apr. 27.	Apr. 28.	Apr. 30.	May 1.	May 2.	May 3.	May 4.	May 5.	May 7.	May 8.	May 9.
<b>WHEAT</b>													
Chicago	159½	158¾	162¾	165¾	169½	165½	161½	157¾	157½	160½	159¾	160¾	159¾
Kansas City	149¾	149¾	153	156½	160½	156½	152½	148½	147½	151½	151½	152½	150¾
St. Louis	158½	158	161¾	164½	167¾	164½	161½	157	156½	159¾	159¾	160¾	159¾
Minneapolis	153	151¾	155½	158½	162¾	158½	154½	151½	151½	154½	154½	156½	155
Duluth	156½	156	159	161¾	165¾	162½	157½	154	153¾	156½	156½	158	156½
Winnipeg	156½	154½	158½	159½	160½	158½	157½	154¾	155¾	158½	*	158	156
Milwaukee	159¾	159	163	166	169¾	165½	162½	158	157½	160¾	160	161	159¾
<b>CORN</b>													
Chicago	110½	109½	110½	110½	114¾	112¾	109¾	108¾	109½	111½	111½	111½	110½
Kansas City	102½	102	102½	103½	107½	105	101¾	101¾	102	104¾	104½	104½	104½
St. Louis	112½	111¾	112½	112½	115¾	114½	111½	111	111½	113½	113½	113½	113½
Milwaukee	110½	109¾	110½	110½	114¾	112¾	109¾	109	109½	111½	111½	111½	110½
<b>OATS</b>													
Chicago (new)	56¾	57½	58½	58½	59½	56¾	56½	56¾	57¾	58¾	58½	58¾	59½
Minneapolis	58½	57½	58½	58½	58½	57½	56	55½	56½	57½	57½	57½	58½
Winnipeg	70¾	70	71	71¾	71¾	71¾	70¾	71	72½	73¾	*	73¾	72½
Milwaukee (new)	56¾	57¾	58½	58½	59½	57	56¾	56¾	57¾	58¾	58½	58½	59½
<b>RYE</b>													
Chicago	132½	132½	134½	136½	136¾	134½	128½	124	126¾	130¾	132¾	133¾	130¾
Minneapolis	125½	135	126	129	130½	125½	122½	118½	120½	124	125½	126	125½
Duluth	130¾	129¾	131¾	133	134	130¾	125	122	124½	128	129¾	130¾	128½
Winnipeg	134¾	133¾	136	136¾	138¾	135¾	131	126	128¾	133	*	134¾	132½
<b>BARLEY</b>													
Minneapolis	85¾	84¾	85¾	85	84½	85	82½	82¾	83¾	85	84½	85¾	85¾
Winnipeg	94½	93¾	94¾	94½	94¾	93¾	92¾	92¾	93¾	94¾	*	94¾	93¾

\*Market closed—Holiday.





## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Indianapolis, Ind., May 2.—Anderson & Weirick had a car of No. 1 soft red winter wheat, 60 lbs., 13% moisture, today which they sold thru F. M. Montgomery Grain Co. for \$2.19½ f.o.b. point of shipment. Next fall winter wheat farmers will be glad to get seed at \$3.00.

Chicago, Ill., May 4.—Traveling over Iowa, I find a great deal of cattle and hog feeding going on. Very little of the grain that was offered for sale went to the terminal markets, except from the Missouri Valley, where much corn was sold on the last bulge, netting farmers \$0.98 to \$1.02 for corn in the Valley.—Gordon Hannah.

Fort Worth, Tex., May 3.—Practically no consignments arriving here now, as all of the past crops are in except possibly a little milo and kafir which will be held for a while, tho not much of that held back in the country. Where did all of our wonderful big crop of Texas corn go? It disappeared all of a sudden, and snap corn is now bringing from \$1.12 to \$1.40 per bu. delivered, according to quality.—R. T. D.

### Oats Movement in April

Receipts and shipments of oats at the various markets during April, as compared with April, 1927, in bushels, were as follows:

	Receipts		Shipments	
	1928	1927	1928	1927
Baltimore .....	59,944	75,106	20,399	2,878,000
Chicago .....	4,716,000	3,008,000	3,513,000	2,878,000
Cincinnati .....	220,000	388,000	182,000	266,000
Denver .....	98,000	62,000	56,000	48,000
Duluth .....	77,459	38,512	1,097,412	1,028,356
Ft. William .....	327,697	1,456,621	324,606	254,000
Ft. Worth .....	92,000	58,000	252,000	254,000
Hutchinson .....	1,500	1,500	1,500	1,500
Indianapolis .....	172,600	786,000	662,000	754,000
Kansas City .....	294,000	220,000	274,000	178,000
Milwaukee .....	1,188,600	381,800	672,000	1,145,810
Minneapolis .....	1,599,810	542,710	4,008,820	2,615,890
New Orleans .....	78,000	76,000	68,679	135,096
New York .....	658,000	932,000	269,000	588,000
Omaha .....	628,000	392,000	1,388,000	786,000
Portland .....	127,500	127,500	2,360	4,685
St. Joseph .....	54,000	70,000	26,000	12,000
St. Louis .....	1,692,000	1,666,000	1,704,000	1,256,000
San Francisco .....	60,250	83,437	.....	.....
Superior .....	41,172	52,273	5,375	547,345
Wichita .....	7,500	35,000	1,500	30,000

### Barley Movement in April

Receipts and shipments of barley at the various markets during April, as compared with April, 1927, in bushels, were as follows:

	Receipts		Shipments	
	1928	1927	1928	1927
Baltimore .....	77,932	41,895	440,232	62,294
Chicago .....	582,000	636,000	117,000	182,000
Cincinnati .....	5,400	1,600	.....	.....
Denver .....	38,400	49,600	.....	6,400
Duluth .....	339,256	307,693	442,000	623,677
Ft. William .....	112,767	222,012	18,066	107,909
Ft. Worth .....	8,000	99,200	16,000	118,400
Galveston .....	.....	.....	298,750	.....
Hutchinson .....	.....	9,600	.....	.....
Kansas City .....	36,800	8,000	60,800	6,400
Milwaukee .....	507,360	630,800	189,840	153,059
Minneapolis .....	1,017,520	493,410	1,133,150	1,514,890
New York .....	340,200	669,000	568,000	795,000
Omaha .....	8,600	8,000	16,000	9,600
Portland .....	12,800	56,000	37	.....
St. Joseph .....	.....	3,500	1,750	.....
St. Louis .....	20,800	12,800	3,900	24,000
San Francisco .....	233,608	741,750	.....	.....
Superior .....	227,901	351,142	242,000	620,652

### Rye Movement in April

Receipts and shipments of rye at the various markets during April, as compared with April, 1927, in bushels, were as follows:

	Receipts		Shipments	
	1928	1927	1928	1927
Baltimore .....	55,773	84,517	53,441	312,432
Chicago .....	145,000	67,000	12,000	56,600
Cincinnati .....	4,200	9,800	2,800	2,800
Denver .....	.....	4,500	.....	1,500
Duluth .....	643,206	1,017,228	416,615	6,619,616
Ft. William .....	67,320	756,067	1,071	1,074,946
Ft. Worth .....	3,000	4,500	3,000	1,500
Galveston .....	.....	.....	103,745	.....
Kansas City .....	18,500	7,500	18,000	45,000
Milwaukee .....	32,400	48,665	37,960	588,178
Minneapolis .....	267,690	152,670	155,720	1,184,710
New Orleans .....	67,983	19,500	235,714	68,671
New York .....	187,500	648,500	88,000	1,187,000
Omaha .....	49,000	22,400	56,000	120,400
Portland .....	3,000	7,500	4,949	.....
St. Joseph .....	5,200	81,900	14,400	92,300
St. Louis .....	200,158	710,436	424,778	3,741,242
Superior .....	1,200	.....	.....	.....
Wichita .....	.....	.....	.....	.....

## Determining the Sale Value of a Country Elevator.

In seeking to determine the true value of the country grain elevator the question naturally arises, What would be its sale value to a prospective buyer? Some fire insurance companies have been content to insure most of the country elevators offered them for the cost of rebuilding less depreciation, but the large number of elevator fires is forcing fire insurance students to the conviction that more consideration must be given to the sale value of the plant by all fire insurance companies if they are to exercise a wholesome influence for a reduction in the number of elevator fires.

Leading brokers handling grain elevators for sale have ventured the following convictions:

### Determining the Sale Value of An Elevator.

Chicago, Ill.—In determining the sale value of a grain elevator I would say there are at least four essential points to be considered.

It may be difficult to state the exact percentages, but approximately I think they are about as follows:

1. Amount of grain handled annually, together with seeds, feeds, coal, etc.....50%
2. Physical value of the elevator.....25%
3. Competition, if any, at the station.....15%
4. Size of town in which it is located.....10%

The first question a prospective buyer asks is: How much grain does it handle annually? This is the main consideration, and rightfully so. The real value of an elevator property is based on its earning power. If it handles an amount of grain sufficient to support a family with a reasonable return on the investment, it is worth considerable more than its physical or replacement value. On the other hand, if it is unfortunately located where there is only a small amount of business and where a man would be practically wasting his time, I would say it would not be worth the cost of construction, be it much or little.

Some years ago I showed a prospective buyer an elevator that was newly built, in good condition and modern, that cost \$12,500, and the owner showed he handled from 125,000 to 150,000 bushels of grain annually and had no competition. He offered it at \$8,000 and it was refused. The next day I showed the prospective buyer about as poor an elevator as I ever have seen. Its physical value was about \$3,000. The owner showed annual purchases of grain to be about 300,000 bus. per year and asked \$11,000 for it. My prospect bought it promptly and did well with it. He was a wise grain man.

I know of several elevators that are well built and economically operated that are worth about what they would sell for junk. I also know of many elevators that are old, inoperative, but located where there is plenty of grain conveniently arranged and quite expensive to operate to handle that are worth several times their replacement value.

Besides the above reasons, there are several others which enter into the value of a grain elevator. For instance, there is an elevator located in a small town where there is only a small amount of business to be handled. The owner of this elevator probably can get a local merchant who has a business of his own to operate the plant on a commission basis and often do well with it if there is not too much of an investment.

Many good grain stations are not over-supplied with elevators, and these elevators are always worth more than the cost of construction. Many other stations have three elevators where two would be sufficient, and many where

there are two and only business enough for one, so you see that conditions, locations, construction, and many other elements, enter into the value of an elevator.—James M. Maguire.

### An Elevator Should Return Its Cost in Three Years.

Indianapolis, Ind.—In arriving at a value of a grain elevator the first thing we always consider is what the business of the territory is worth; the next thing is the intrinsic value of the property we are buying, and the next move is to buy the property as cheaply as possible if we really want it. We are aware of the fact that this is not telling you much.

Now, for example, we have one old elevator that we would call a "trap" that we bought originally for \$6,200. At the time we bought it we expected to tear it down and build a new house, but it was and has been since that time very expensive to build and we have continued to run it as it is. Considering the amount invested in this property it makes us, by far, more than any house we operate. The fact is, the past year it has equaled in net profits as much as each of two other houses that stand us in actual cost near \$20,000 each.

We would not give the physical or replacement value the consideration that we would the possibilities of the station for business and for making money. When these possibilities are determined, then we would proceed to consider the intrinsic value of the buildings, which of course are essential to the handling of the business, whatever the volume or character may be.

We remember a statement by A. B. Cohee of Frankfort to the effect that he did not consider any elevator property a good buy that would not pay in net returns the original cost price within a period of three years. This might not be a good criterion in every instance, but is not a bad one to go by in general.—John McComas.

L. H. Dieckman of the Louisville (Ky.) Cereal Mills has been appointed temporary secretary of the American Corn Millers' Federation, succeeding the late Reynier Van Evera.

## Fumigation Tests With Chlorpicrin.

In the work conducted, as described fully under the above caption, by L. F. Hoyt and E. P. Ellenberger (Indus. & Eng. Chem., 19 (1927), No. 4, pp. 461-464), various food products exposed to commercial fumigations with chlorpicrin were apparently undamaged in any way when exposed in open containers for one week to a concentration of 0.8 lb. per 1,000 cu. ft.; likewise were raisins, prunes, nuts in shell, nut meats, lard, and nut margarine exposed in open containers for one week to a concentration of 1.33 lbs. per 1,000 cu. ft.

Germination tests on buckwheat, corn, oats, sunflower, and wheat showed that exposure for one week to a concentration of 0.8 lb. chlorpicrin per 1,000 cu. ft. had no detrimental effect on the germinating power of these seeds, the germinating power of wheat and buckwheat being even somewhat improved thereby. A list is given of 39 references to the literature.

[Other tests on various grains using as much as 5 lbs. per 1,000 cu. ft. have resulted the same as above. Only two to two and a half lbs. per 1,000 cu. ft. is necessary in fumigating grain handling plants.—Ed.]

## Wheat Movement in April

Receipts and shipments of wheat at the various markets during April, as compared with April, 1927, in bushels, were as follows:

	Receipts		Shipments	
	1928	1927	1928	1927
Baltimore .....	289,536	1,680,065	1,429,754	1,975,144
Chicago .....	6,925,000	3,463,000	4,226,000	3,801,000
Cincinnati .....	92,400	163,800	280,800	204,400
Denver .....	301,000	453,600	84,000	70,000
Duluth .....	3,636,279	2,724,512	1,510,225	6,499,437
Ft. William .....	875,549	12,592,603	643,119	25,721,773
Ft. Worth .....	362,600	919,800	462,000	197,400
Galveston .....	.....	.....	68,018	3,020,131
Houston .....	.....	.....	.....	184,000
Hutchinson .....	660,150	938,250	.....	.....
Indianapolis .....	148,500	120,000	99,000	475,500
Kansas City .....	2,515,370	2,385,600	3,693,690	3,914,400
Milwaukee .....	103,680	99,380	38,750	331,404
Minneapolis .....	4,967,620	3,754,620	3,554,190	2,479,480
New Orleans .....	20,000	250,600	132,801	387,072
New York .....	2,804,600	5,960,400	3,819,000	4,320,000
Omaha .....	966,000	589,400	841,400	1,040,200
Portland .....	1,615,300	1,397,800	1,640,285	1,585,878
St. Joseph .....	401,800	695,800	98,000	54,600
St. Louis .....	2,661,400	1,355,200	1,792,000	1,350,316
San Francisco .....	288,600	109,200	.....	.....
Superior .....	2,062,101	1,868,024	850,092	4,895,671
Wichita .....	1,023,300	643,950	1,171,800	533,250

## Corn Movement in April

Receipts and shipments of corn at the various markets during April, as compared with April, 1927, in bushels, were as follows:

	Receipts		Shipments	
	1928	1927	1928	1927
Baltimore .....	224,301	139,629	347,392	198,661
Chicago .....	6,925,000	3,463,000	4,226,000	3,801,000
Cincinnati .....	352,800	423,400	392,000	467,600
Denver .....	582,000	246,000	159,000	84,000
Duluth .....	110,460	10,168	.....	1,571
Ft. Worth .....	321,500	416,500	74,000	77,000
Galveston .....	.....	.....	561,114	.....
Houston .....	.....	.....	35,373	.....
Hutchinson .....	175,500	54,000	.....	.....
Indianapolis .....	1,411,000	1,173,000	1,287,000	1,285,000
Kansas City .....	2,583,000	489,000	4,827,000	1,099,500
Milwaukee .....	742,960	244,200	1,823,750	1,875,682
Minneapolis .....	260,050	253,670	792,350	886,910
New Orleans .....	58,925	90,000	253,074	305,801
New York .....	216,500	109,500	120,000	50,000
Omaha .....	1,953,600	758,800	3,171,000	1,236,200
Portland .....	138,000	135,000	.....	108
St. Joseph .....	688,500	385,500	783,000	379,500
St. Louis .....	2,738,400	1,271,200	1,768,200	720,600
San Francisco .....	114,286	71,072	.....	.....
Superior .....	6,407	11,271	.....	1,571
Wichita .....	186,000	33,600	144,000	7,200



## Crop Reports

Dewar, Ia., May 5.—The oats look good and corn is being planted.—Follett Emert.

Elk City, Okla., May 5.—Late rains have helped the wheat crop. It looks as tho we will have one-half to three-fourths of a crop.—Paul E. Peeler, mgr., Roger Mills Co-op. Ass'n.

Peoria, Ill., Apr. 26.—About 25 to 30% of the wheat in Missouri will go to oats. Oats are badly hurt in parts of Illinois. They cannot possibly make a normal crop.—J. D. McClean.

Marshalltown, Ia., Apr. 27.—About four-fifths of the winter wheat in this territory has been winter-killed. Damage to oats from late freezes is unestimated. Some replanting will be necessary.—Kopel Grain Co.

Burlington, Ia., Apr. 25.—The new oats in this locality suffered some damage due to freezing temperature, but reports from the country the last few days have been encouraging. While the stand has no doubt been reduced, it has not been necessary to replant but a small percentage.—J. G. Oertel, mgr., Trans-Mississippi Grain Co.

Cascade, Mont., May 1.—We had a good crop last year and prospects for good crop are bright for this year. Seeding is progressing rapidly and there will be a 15% increase in spring wheat acreage. The winter wheat came thru the winter in good shape. The abandonment will be about normal.—Geo. E. Paulson, mgr., State Elvtr. Co.

Springfield, Ill., May 9.—There were several warm days the first of the week, but moisture was insufficient for satisfactory crop growth. Progress of oats was generally fair; the surviving wheat showed no improvement. Much corn was planted, and in the extreme south considerable cotton was planted. Grass crops are short.—Clarence J. Root, meteorologist.

Chicago, Ill., May 4.—In Iowa I find a normal to a small increase in the acreage seeded to oats, and they seem to have weathered the storm and are now coming above ground, showing there was not as much damage as was feared. Corn lands have pretty generally been prepared and planting is in progress in some sections of the state this week.—Gordon Hannah.

Oklahoma City, Okla., May 5.—Conditions in Oklahoma are very promising so far as wheat is concerned. I believe that with continued favorable weather conditions for the next 30 days, Oklahoma should emerge with 50,000,000 bus. of wheat. Our present hopes can materialize only with plenty of precipitation from now until about the 25th of this month.—A. B. Richert, White-Richert Grain Co.

Oklahoma City, Okla., Apr. 26.—Oklahoma received excellent rains last night and today, all of which was very beneficial to our growing wheat and oat crop. In some localities precipitation was badly needed. Some abandonment of wheat is being reported from the extreme southwestern part of the state but just how extensive we do not know. At any rate, the growing wheat crop in Oklahoma is promising.—A. B. Richert, White-Richert Grain Co.

Evansville, Ind., May 5.—Reports from many of the counties in southern Indiana, southern Illinois and western and northern Kentucky are to the effect that the wheat yield this year will be about one-fifth normal of the best average year. Many of the fields were killed during the below-zero weather that prevailed early in January and many farmers plowed under their fields and planted the same in oats and soybeans. More soybeans have been planted in this section this year than for many years past. The oats acreage also is larger.

Chicago, Ill., May 3.—Of the 47,987,000 acres planted to wheat it is estimated that 12,775,000 acres or 26.7% will not produce a crop. Heaviest loss is in Ohio with 81% abandoned. Of the entire area planted to winter wheat east of the Mississippi river 52% is lost, while west of the Mississippi the abandonment is 16%. A crop of 466,000,000 bus. is suggested by the present estimate of acreage and condition of winter wheat, compared to 522,000,000 bus. produced last year. There is an increase of 2.4% in the acreage of all spring wheat. An average yield per acre of 12.6 bus. on the estimated acreage planted would make about 265,000,000 bus.—Nat C. Murray, statistician, Clement, Curtis & Co.

to the dry weather in central Texas. They now say that most of it is heading at from 12 to 18 inches high. It is caused by the hot, dry weather, and a further complaint that there is insufficient moisture in the ground to fill the head.—R. T. D.

Chicago, Ill., May 1.—Winter wheat abandonment, 25.6 per cent or 12,261,000 acres. This leaves 35,636,000 acres for harvest, compared to 37,872,000 acres harvested last year. Condition is 77 per cent and indicates a yield of 13.6 bus. per acre, except in 1925, when it was 12.9 bus. Indicated production is 484,700,000 bus., compared to 552,000,000 last year.—R. C. Cromwell, statistician, Lamson Bros. & Co.

Fort Worth, Tex., May 3.—Understand at last scattered showers have occurred over the entire Panhandle, some even in the south plains south of Amarillo, amounting to about a half inch today in spots. This will do a world of good, but it will take more than that to make a wheat crop. We have been showing temperature three or four days this week of from 98 to 102, north and west of here, and that heat after all those high winds of the preceding week or 10 days certainly put the wheat in a precarious condition. We hear numerous reports of a very spotted and poor oat crop, due

Marshalltown, Ia., Apr. 27.—Wheat seems to have suffered seriously from winter kill in Iowa, due to an open winter with alternate freezing and thawing. Some fear is felt that April freezes have damaged early sown oats and that some replanting will have to be done. Considerable variation of opinion is evident on this point. It is an accepted fact that the normal acreage of corn and barley will be greatly increased due to the damage to wheat. Some farmers are still seeding oats, and it is that these will have a hard time to mature except under the most favorable conditions in early July.—E. W. M.

## Government Crop Report

Washington, May 9.—The crop reporting board makes the following forecasts and estimates from reports and data furnished by crop correspondents, field statisticians and cooperating state boards of agriculture and agricultural colleges:

On May 1, 1928, the area of winter wheat to be harvested for the United States was about 35,858,000 acres, or 11,986,000 acres (25.1%) less than the acreage planted last autumn and 2,014,000 acres (5.3%) less than the acreage harvested last year, viz., 37,872,000 acres. The average harvested acreage for the past five years, 1923-1927, was 36,251,000 acres. The ten-year average abandonment to May 1 is 10.5%.

The average condition of winter wheat on May 1, 1928, for the United States was 73.8% of a normal, compared with 68.8 on April 1, 1928, 85.6 on May 1, 1927, and 85.0, the average condition for the past ten years on May 1. A condition of 73.8% on May 1, 1928, is indicative of a yield per acre of approximately 13.4 bus., assuming average variations to prevail thereafter. The average yield per acre for the past ten-year period was 14.9 bus. On the estimated area to be harvested (35,858,000 acres), 13.4 bus. per acre would produce 479,086,000 bus., or 13.3% less than in 1927, 23.6% less than in 1926, 19.3% more than in 1925 and 12.8% less than the average production for the past five years, 1923-1927. The harvested production in 1927 was 552,384,000 bus., in 1926 627,433,000 bus., in 1925 461,734,000 bus., and for the past five years, 1923-1927, the average harvested production was 549,117,000 bus.

### WINTER WHEAT.

	Acreage, 1928.		*Production in thousands of bushels.	
	Pct. abandoned.	Acres remaining to be harvested.	1927	Indicated by condition May 1, 1928.
N. Atl..	8.3	1,487	84.1	72.8
N. Cent.	31.8	19,831	86.9	70.2
S. Atl..	9.4	1,975	84.3	74.5
S. Cent.	17.2	6,872	78.7	70.4
West..	14.8	5,693	88.5	86.4
U. S....	25.1	35,858	85.6	73.8
*000 omitted. †Per cent.			552,384	479,086

The average condition of tame hay on May 1, 1928, for the United States was 76.1% of a normal, compared with 86.8 on May 1, 1927, and 88.4, the average condition for the past ten years on May 1.

The average condition of pasture on May 1, 1928, for the United States was 71.3% of a normal, compared with 87.0 on May 1, 1927, and

83.4, the average condition for the past ten years on May 1.

### RYE.

	Acreage, 1928, to be harvested.		*Production in thous. of bus.	
	1928	1927	1927	Indicated by condition May 1, 1928.
N. Atl.....	153	89.7	88.7	2,414
N. Cent.....	2,842	87.8	88.7	2,265
S. Atl.....	187	89.0	85.5	30,764
S. Cent.....	76	86.3	72.2	48,552
Western ...	304	90.2	84.2	2,390
U. S. ....	3,562	88.0	88.3	668
*000 omitted. †Per cent.				788
			58,572	3,610

### WINTER WHEAT LOSSES.

Percentages of losses for winter wheat with the remaining acres and conditions in states of largest production, with the three ciphers omitted on acreage, follows:

	Aban'd.	Left for harvest.	Seeded '27.	Cond. '28.	'27.
Penn. ....	80	1,130	1,252	73	83
Ohio .....	66	840	2,324	48	82
Indiana .....	65	791	2,260	52	89
Illinois .....	67	1,105	3,348	54	84
Missouri .....	32	1,439	2,189	67	82
Nebraska .....	13	3,289	3,781	74	94
Kansas .....	17	10,824	13,041	80	86
Oklahoma .....	8	4,376	4,867	79	80
Texas .....	24	1,950	2,629	55	75

These states represent about 70% of the total winter wheat acreage. Kentucky lost 67% and Tennessee 32% of its acreage with the condition in the former 57 and in the latter 67%. In the Pacific Northwest there were losses of 3 to 6% with 2,656,000 acres remaining for harvest, and condition 93 in Washington and Oregon, and 89 in Idaho, against 90 and 92 last year.

## Chicago Elevators Agree to Protect Holders of Warehouse Receipts.

The following notice was posted on the floor of the Board of Trade of Chicago on Apr. 28 by Sec'y Fred H. Clutton:

In order to make immediately available the advantages of certain provisions to further safeguard elevator receipts contained in the plan proposed for the operation of the Board of Trade Warehouse Corporation, pending the issuing of an order by the Illinois Commerce Commission, a temporary agreement has been reached with the elevator interests.

This agreement covers in general the same provisions as the proposed contract to be entered into with the Board of Trade Warehouse Corporation and provides that after the elevator receipts have been recorded with the Board of Trade Custodian, an attempt will be made to notify all recorded holders of these receipts if and when their grain is getting out of condition.

When notified that grain is getting out of condition or is of doubtful keeping quality, the recorded holder of the receipts is entitled to the following protection:

(a) The Elevator Company will offer to buy the grain on the basis of the existing market for grain of the kind and grade called for by the receipts held by such owner.

(b) If the price offered by the Elevator Company is not satisfactory, a com'te appointed by the President of the Board of Trade, at the request of the owner of the receipts, shall procure other offers for such grain and immediately submit such offers to the owner of the receipts.

(c) If the owner of the warehouse receipts refuses to accept any such offers, he shall have the two following days to remove such grain from store, and, if such grain is removed during that time, he shall receive grain of the kind and grade called for by his receipts.

If the owner of the elevator receipts refuses to sell or remove such grain under the above provisions, he shall bear any subsequent loss from the deterioration of the grain, and the receipts representing such deteriorated grain shall not be deliverable on Board of Trade contracts.

Consequently notice is hereby given that all holders of receipts should record them with Custodian Joseph A. Schmitz, Room 77, Board of Trade.

Painting your elevator is an investment, not an expense. Repairs cost a great deal more than paint. A well painted elevator is attractive because it reflects success. It is a testimonial to the grain marketing ability of its operators.



# Grain Marketing and Legislation

Address by Frank J. Delany, Chicago, before Illinois Grain Dealers Ass'n

Grain and Government have always been the serious concerns of mankind. Food comes first, but Government constituting man's organized protection of his life, namely his food supply—his security and his comfort and happiness is of secondary but of almost equal importance.

As man's wants grow with his knowledge; as division of labor into specialized activities operates to raise the standard of living, the luxury of one generation develops into the necessity of the next. The problem of security of food supply becomes more complex but none the less vital. And so we have always seen in Government an increasing interest in grain. And as history of civilization has been written, we have observed many governmental experiments with various economic theories and plans and methods advanced always as improvements.

Experience and study seems to indicate that however well meant and plausible these plans have been, always some unforeseen and uncontrollable influence of weather or of man's nature have turned all those reasoned plans and carefully contrived plans into failure. It seems as though Providence had determined that in the scheme of creation it was intended that man's best thought should always prove finally inadequate and that in the last analysis man's food should always be more or less the prey of uncertainties. Thus in this problem of dealing with the fundamental necessity of life we find obtruding at once that irrepealable law of supply and demand, the one law that survives all economic experiment. Thus because of the demand during the recent eight years from the American farmers for some measure of Governmental aid we find Government, viz., his fellow citizens, exploring methods to be used to supply that demand. Because we are engaged in an activity that is of basic necessity to all the people, viz., the accomplishment of the transfer from the fields of the producer to the table of the consumer, of the American grain crops, because we are in intimate daily touch with the producer and his difficulties and his problems; and because we are likewise in intimate daily contact with the consumer and those industries that daily serve him by the processing of these crops, we obtain also a clearer conception of his problems and difficulties.

We are therefore by our avocation directly placed in a position to judge wisely—to deal intelligently with the problems of both consumer and producer. Our daily business in its final analysis consists only of our daily adjustment to the wishes and necessities of each. Consequently the American grain trade has always appreciated that it is the proper concern of government to foster the prosperity of the producer, realizing fully at the same time the necessity of safeguarding the equal interest of the consumer. Each is entitled to fair treatment—neither is entitled to more. Any exploitation of the one by the other for any great period ends in disaster and wrecks government.

Perhaps because of the circumstance that most men in the grain trade come from farms and retain thru their career a direct interest in farming thru interest in the ownership of land, no less than because they have found greater opportunities for profits with prices of crops at high levels, the sympathies of the grain trade have leaned towards the side of the producer.

But while therefore quite as desirous as any farmer to see agriculture as a whole made prosperous, we have not permitted nor should we permit, our sympathies with the farmer to warp our business judgment or to displace our common sense, when weighing the merits or demerits of the plans advanced for the purpose of producing real governmental help to the farmer.

**Agriculture Given Preferential Legislation.**—The production of crops requires a considerable time and thus involves the use of credit as economical of costs, consequently most of these governmental helps have had to do with credit. And by virtue of this National legislation in recent years agriculture has been given a preferred credit position.

In 1914 the most constructive piece of legislation of modern times was passed, viz., the creation of the Federal Reserve Banking System in 1914. Under this law commercial paper offered for rediscount is limited to ninety days maturity, but farmer paper may have a maturity of nine months, and in addition paper of that description may be used to constitute up to ninety-nine per cent of the assets of any Federal Reserve Bank. This, as it was intended to do, amply provides for short term credits to Agriculturists.

Two years later in the effort to provide for long term credits, the Federal Farm Loan Law creating Twelve Federal Land Banks was passed. This gave low interest rates for long periods on a sound amortization plan. It per-

mits the retirement of mortgages on the installment plan covering as long as thirty years and provides ingeniously practically unlimited capital. The initial capital was furnished by the Government. At the conclusion of the World War the War Finance Corporation was kept alive and its services turned to the aid of Agriculture in the succeeding three years. That body made available during that period over half a billion dollars to finance Agriculture.

Then in 1923 to provide credit available intermediate between the short time credits of the Federal Reserve System and the long time credits of the Federal Farm Land Banks, Congress passed the Intermediate Credit Law, which set up similarly to the Farm Land Bank twelve Intermediate Credit Banks with a loaning power of over six hundred million dollars. To insure marketability the bonds of all of these officially supervised agencies were made tax exempt.

**Helping Farmer to Get into Debt.**—Liberal as this may seem to be in the way of legislation, it proved to be not completely curative, hence not wholly satisfactory, altho of course it was constructively helpful. The reason is obvious—Not all of the farmers' troubles are traceable to credit deficiency. As one farmer sage expressed it to me: "Washington helps us with new and easy ways to get into debt, but what we want is a way to get out of debt."

Meanwhile during these years, Congress in response to demand from farm leaders passed other laws which had as their real or ostensible reason or which were lauded as being helpful to the farmer.

The Clayton Act exempting Labor, Agricultural and Horticultural Ass'ns from the rigors of the Sherman Act and other antitrust legislation was passed. The Capper-Volstead Act went further and authorized farmers to combine without violating the Sherman Act. The Packer and Stockyards Act, the Capper-Tincher Act supervising and restricting the activities of the merchants in the market places for the farmers' product were passed. Incidentally those two acts seem to have been boomerangs, according to the opinion of those best qualified to judge.

Accompanying these were contributory legislation such as Federal aid to States in building concrete or other hard surface roads, to say nothing of increased tariffs, rural free delivery, and the large appropriations continuously expended by the Department of Agriculture. For instance, the appropriations for the Department of Agriculture by the 69th Congress next preceding the present 70th Congress, was \$128,500,000, while the Department of Commerce worked along with \$36,600,000 and the Department of Labor a little over \$10,000,000.

From this record it is plain that people of these United States have tried earnestly to be liberal to Agriculture. And I do not believe anyone seriously criticizes this as a policy. I mention these efforts simply to present the record, for not many people realize the extent or ramifications of the efforts at farm relief in the last decade.

But all of this has accomplished less than a complete solution of the agricultural problem, or we would not have witnessed the attempt during each of the last three sessions of Congress to shape into the law of the land the McNary-Haugen idea, which aims at nothing less than price-fixing by force of Governmental power. You are familiar with the sound objections advanced against that idea, so I shall not dwell on it.

Far more completely destructive of all existing commercial methods of handling the movement of American crops from the producer to the consumer is the Capper-Dickinson Bill introduced into the present Congress.

**The Capper-Dickinson Bill.**—This bill amends the Capper-Tincher Act regulating grain exchanges in a way so drastic as to create the impression that it is seriously intended to destroy them. It would destroy state inspection of grain, it provides for reports to governmental espionage agencies by practically everyone connected with the grain trade, supervises news agencies, clearing houses and the transmission of market news, and in general makes the Secretary of Agriculture a "Jove" at "whose nod everyone in the grain trade must tremble." It completely exposes the historic tendency of a bureaucracy to increase its scope, its authority and its powers over the people.

**Farm distress** is a combination of many causes. Prominent in the list are: Increase of the farmer's tax burden, increase of transportation costs, high interest costs, restriction of immigration inflating labor costs, impairment of domestic markets, reduced buying power of European customers.

The farmer per capita pays no undue proportion of all taxes, but his taxes have sharply increased.

Altho on the whole freights may not be called unreasonably high, considering the quality of the service, yet there are glaring instances of the contrary. There is no sound defense of a freight rate on corn from the Middle West to the Pacific Coast so high as permit Argentine or Australian corn to pay the duty and take the Pacific Coast market.

High interest costs is annual gross cost in dollars, rather than in the indicated rate.

Restriction of immigration is increasing labor costs.

Reduced European consumptive power because of hard times generally in Europe.

**Impairment of domestic outlet for grain** by the general adoption of the truck to replace the horse in cities, by adoption of prohibition as a national policy, and by neglect of correction of tariff schedules to prevent importation of corn and competitors of corn.

The automobile and truck are the largest factors in impairment. The others are small compared with the crop volume but large in their reduction of demand for the proportion of the crop that comes to market. There is no justification for a situation that permits the importation of waste black strap molasses to compete with corn in the heart of the corn belt as a raw material for the production of industrial alcohol. Why do we import butter and eggs? Why do we import flax and vegetable oils?

With respect to each of the factors listed, it must be remembered that each developed just at the time when farm gross income was decreasing sharply as the result of the post war deflation. Their cumulative effect constituted almost a total absorption of farm income in many individual cases and an undue percentage of farm income in nearly all cases.

But it would seem that for each of these a sane solution can be found, and it is certain that no single piece of legislation can solve all.

What the farm problem needs is plenty of sane understanding and the application of good old-fashioned common sense instead of the application of new and doubtful economic theories.

**Co-operation.**—There developed in the last decade a school of thought obsessed with the notion that co-operation can succeed in business activities simply because it is co-operation, and that it can and should replace private enterprise and initiative.

Indeed, our government has gone great lengths in propaganda along these lines. In our daily business thru our immediate contact with co-operative activities we can and do recognize their strengths and their weaknesses. We recognize co-operation as applied to business has its definite place and advantages and likewise has its limitations. Unfortunately much of this propaganda seems to be predicated on an incomplete knowledge of existing commercial facts. Consequently it states as generalities propositions; which should be at least modified by noting striking exceptions.

To illustrate—In the report of the Secretary of Agriculture in his Year Book for 1926, appears a paragraph on Page 9, under the title of "Possibilities of Co-operative Marketing." "A large scale efficiently managed co-operative can effect three fundamental improvements in the marketing of farms products:

One—It can standardize grades and handling methods. Two—It can develop an effective merchandizing program. Three—It can give the farmer information which will enable him to visualize market conditions six months or a year in advance and thus assist in making adjustments in his production plans."

Thus it concisely stated the aims of co-operation. Perhaps there are agricultural products which need the development of these very desirable conditions, but as applied to grain crops all of these have been achievements accomplished thru the gradual refinement of the marketing methods into our present system of exchange trading.

Testing this criterion by applying it to the trade in grain in detail we contrast the statement "Co-operation can standardize grades and handling methods," with the every day fact of every day's grain business. Thru the disciplinary power of organized grain exchanges no less than thru various State statutes, the standardization of grain grades has been in vogue for two generations. During all of that time the commercial world has accepted certificates based on these standards. Could there be any more positive proof of their essential soundness of these standards and the general integrity of their application?

Contrasting the statement that "It (co-operative activity) can develop an effective merchandizing program," with the every day business experience, we find: That competition between grain merchants and traders in exchange halls daily produces a fluid market for cash for any quality and any quantity of offerings and fills daily all demands for all qualities desired. Under this system the producer knows his grain will bring a price measured by competitive bidding for it. The consumer knows his wants will be supplied in the quantity of, the quality, and the time he desires. More than this, it does



move the crops of this country every year at prices higher than those obtaining in any other surplus producing country on earth, and completes the job every year. Never is grain in America held on farms for lack of a market. This is actual accomplishment of a supremely effective marketing program which gives in addition full play to the judgment and plans of every individual producer.

Contrasting the statement: "It (co-operation) can give the farmer information which will enable him to visualize market conditions six months or a year in advance, etc.," I cite again the facts of our every day business experience. For: This same exchange system continuously furnishes the producer and the consumer fairly, equally and alike, not only all information available which tends to have an influence in the making of prices, but furnishes him with a price bid in an open market which represents a figure at which he may trade and at which he may contract for either sales or purchases as much as six months in advance.

Thus he is not only given information but he is given an absolute test of the real value of that information in the shape of an open, publicly bid price. It is one thing to visualize that a farm, or a horse, or a cow, or wheat, or corn, will probably be worth a certain price six months from now—it is quite another thing to have a responsible buyer bid a positive price for a farm, or for a horse, or for a cow, or wheat, or corn, for delivery six months from now. The one is interesting conversation, the other is a concrete, definite proposition inviting acceptance or rejection. It is an opportunity that is of substantial value, as compared only with an estimate.

This is possible only under the system of trading in grain for future delivery, which trade is supported by speculation.

Oddly enough it is the trading for future delivery which unwise legislative programs thru harmful restrictions have tended to destroy. We have seen how they have driven speculative buyers out of the grain market into the stock market.

**Regular Grain Dealers Do More for Farmer.**—In any event it is absolutely certain that the grain trade working thru exchanges provides right now and has provided for more than fifty years past all and more than is cited as being the aim and the possibility of well organized co-operative activity in this field.

I am convinced that not many among the leaders of the co-operative movement appreciate this.

Perhaps we have erred in not realizing that these men do not understand this as we do.

Certainly we would serve our farmer friends better by fully appreciating that most of the latter day legislative hostility to our business is born of a lack of understanding of it and a consequent misconception of it.

We are, I am sure, able to convince any fair-minded man of the economic value of our methods and we should be able to convince him also that the ends of co-operative activity will be best served by building upon our present system, by counseling with those who know the present system thoroughly well, co-operatives can learn much that will be helpful to progress and improvement.

**Farmers as a whole are not hostile to the grain trade or to exchanges.** To a large extent their leaders are. This is a reflection either on these leaders, or on the grain trade. For my own part, I think there has been on both sides too much of a policy of aloofness and self-sufficiency. Progress will not be made thus. Out of all the clamor and argument and ridicule and abuse only one thing develops as certain and sure and positive. Co-operative activity in the grain trade to succeed in its aims and purposes must preserve all of the advantages of the exchange system, and must build upon it with knowledge and discrimination.

The American farmer will not be satisfied with any system less flexible, less efficient, less responsive to his desires, and he will visit a dire vengeance on those who by unwise use of political power or other ill considered policies, destroy this by hazardous experimentation in applying impracticable theory.

The farmer has the right to insist that all of those who are directly interested in his welfare work together in a conservative union that will produce results rather than recriminations.

The farmer's cause has been made the football of politics, by politicians in his own ranks as well as by those in state or national legislative halls. The result has been disappointment and discouragement.

It is our duty now as good citizens possessed of a special knowledge of merchandizing problems to tender our help to our individual farmer friends and to their selected leaders contributing all that we may of sound thought and helpful suggestion to the end that we may by mutual help, by toleration, and by serious effort, always patient and painstaking, take the part in the revival of agriculture that seems to be ours and help to make this what it should be and must be, a wholly contented and generally prosperous country.

## Grain Scales, Loss in Transit and Outside Car Doors

Address by J. A. Schmitz, Board of Trade Weighmaster, Chicago, before Illinois Grain Dealers Ass'n

As business and its facilities develop, the details, incident to such development, become increasingly important. And so it is in relation to the details concerned in the progress and development of the grain business. Hence, aside from the larger problems with which we have to deal, we have many things of comparatively small moment to annoy and harass us. Sometimes these smaller things are so aggravating that they overshadow, temporarily, at least, some of our more important troubles; and when these smaller things may be the result of someone's else carelessness, or thoughtlessness, they become particularly aggravating.

**Side Doors.**—I have in mind particularly the outside doors of box cars. After a shipper has properly coopered a car, placed his grain therein, and has leveled the contents in accordance with the prescribed specifications, he feels that he has fulfilled his obligations; but when, in order to keep the elements from damaging the grain, he proceeds to close the outside car door he frequently finds that he has a real job on his hands, for often, tug as he may, the blasted door won't move; and he must hunt up some special tool to aid him; and even then he can close the car door only inch by inch. Similarly is the receiver of this car handicapped by this same outside door. In fact, he may find the job far more difficult, especially in the case of a heavily loaded car, the lading of which has settled, bulging out, materially, the sides of the car and its door posts.

Doors on the old small capacity cars, while equipped with so-called inferior hardware, did not offer the same resistance because of their smaller weight and size. Evidence that doors of the modern car, with its wider and higher door openings, are extremely difficult to open and close, is plainly indicated by the mutilated car sheathings near the doorways of these modern cars. Car designers, generally, have surely made a mess of outside car doors. One piece of evidence indicating that at least one railroad realizes the damage that is done to equipment because of the difficulty in opening and closing these semi-immovable car doors, is the fact that this carrier is reported as having purchased 1,200 special devices for closing and opening car doors. The cardinal claims of the inventor and manufacturer of these devices is that they will save from mutilation the carrier's equipment as well as reduce the labor incident to opening and closing the outside doors. Surely it is time that the gentlemen who design box cars and their appurtenances give the matter of the outside car door "concentrated" attention.

**Insurance Against Loss in Transit.**—There are many kinds of insurance. The term "insurance" ordinarily implies the protection that is afforded by the usual fire insurance policy, which provides for reimbursement after a loss has been suffered. None of you would be willing to be without adequate fire insurance. You grain shippers consider this protection indispensable in your business. And if a loss should occur the fire insurance company would pay the bill.

But what about the losses which cannot be protected by the ordinary present-day insurance policy? I am referring particularly to losses occasioned by inaccurate weights. Oh! yes, there is available insurance against such losses, but insurance companies do not write it—and it is very inexpensive, too. It involves just a little care; just a little attention; just a precautionary measure here and there. This form of insurance is sometimes termed "DUE DILIGENCE." And I am well persuaded that no other form of insurance will give such gratifyingly large returns, not only to self, but to all of those with whom we may deal. I am a firm believer in this kind of insurance in large doses, not only for the terminal weighmaster, but for the interior grain dealer as well. This form of insurance, in the weighing of grain at interior grain originating points, involves these things, to-wit:

See that your scale, and the equipment used to handle the grain from scale to car, are maintained in good condition by testing and inspecting them periodically.

Familiarize yourself with the operating instructions adopted for your guidance by the maker of your scale.

Next, provide yourself with a record book for the recording of weights, and all other information pertaining to the shipment and car.

Inspect your car before cooping it; and see that it is safe and grain-tight.

**Made No Claim in Nine Years.**—While at the meeting of the Western Grain Dealers Ass'n a few weeks ago I heard a shipper say that, aside from cars in accident while in transit, he had not found it necessary to file a single claim

during the entire nine years he had been in the business. He attributed this unusual record to the following facts: First, he personally weighed all of his grain for shipment, and weighed it very carefully; second, he made a complete record of each car, and he made this record at the time the weighing was performed; and third, he took extraordinary precautions before loading his grain to see that every part of the car box was grain-tight, including the grain door barricades. He stated also that he found it much easier to give these various details special attention than to file claims; and, as he put it, "wrangle with railroad officials." While this is an unusual record, I feel confident that more care in weighing, and in the recording of weights, and in the examination of cars and cooerage, will prevent many discrepancies.

**Scales Heavily and Unevenly Loaded by Motor-Trucks.**—In times gone by the condition of country roads, generally, was such as to prevent the hauling of heavy loads. In those days a wagon scale of four tons capacity was adequate to meet the needs of the average country grain elevator.

With the advent of improved road conditions and the motor truck the resultant heavier bodies to be weighed made the 4-ton, and even the 6-ton, wagon scale inadequate and unsuitable, for these reasons: First, their rated capacity was sometimes smaller than the gross load of the truck; and, second, motor trucks are constructed so that from 65 to 90 per cent of the gross load rests on the rear axle, while the rated capacity of the old scales was based on a comparatively even distribution of the weight of the load on the scale platform.

In the new modern motor truck scale, on the other hand, when properly designed, provision is made to care for such uneven loading of the scale platform that may be due to the varying load on the axles, and also for the greater impact the scale receives when the modern truck is run upon the platform.

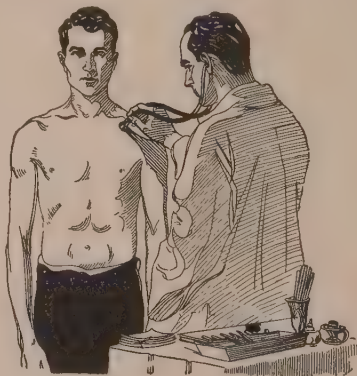
Those of you who are familiar with the progress of the motor truck know that the tendency is to increase their size; just how much greater their capacity may be is problematical. However, it would seem that the prospective purchaser of a scale should give this matter consideration when deciding upon the capacity of his new scale. Also, the man who contemplates the rebuilding or overhauling of his present scale should consider this important factor. It would be a waste of money to rebuild a scale that is now obviously of too small capacity or that soon will be so because of the tendency toward heavier loads.

### Early Diagnosis Campaign.

"Let Your Doctor Decide" is the watchword of the National Tuberculosis Institute in its drive for health education which began March 1. This campaign is for early diagnosis.

About two people in every hundred break down with tuberculosis, while thousands have the disease and never know it. According to the Institute the following are danger signals:

Fatigue, that loss of ambition and energy that gives you an all-in feeling; loss of weight



with no apparent reason; loss of appetite or what is commonly called indigestion; a cough that lasts more than two weeks should always be viewed with suspicion; blood-streaked sputum or quantities of blood with coughed-up matter should put you on your guard.



# Illinois Grain Dealers Ass'n Presents an Interesting Program

The 35th annual meeting of the Illinois Grain Dealers Ass'n was called to order at 11 a. m., May 10, in the Chamber of Commerce Convention Hall at Joliet, Ill., by Pres. A. C. Koch of Breese, Ill.

The dealers sang "America" and "Auld Lang Syne."

Mayor Geo. F. Sehring welcomed the visitors to Joliet and told them outstanding facts about its industries, its transportation facilities by rail, water and highway, the power development, and the future Lakes to Gulf waterway.

"Joliet is called a 'prison town,' but I am proud of it.

"Our High School Band has captured the national championship. We have four other champions in various fields of activity that entitle us to be called the Champion City."

PRES. KOCH responded to his honor's warm welcome and delivered his annual address, from which we take the following:

## President Koch's Address.

During the past year conditions surrounding the grain trade have shown no improvement, and up to this time there is no indication of any relief. This situation is severely discouraging and extremely aggravating; but there is much consolation in being able to feel that the present situation cannot be attributed to the failure of the grain dealer to perform the service which is demanded of him in marketing the production of the greatest grain producing nation in the world. This is not a selfish estimate of our achievements, but it is the simple inference made possible by the fact that other grain marketing agencies have done nothing more than to duplicate the methods worked out by the independent grain dealer through his many years of experience.

**McNary-Haugen Bill.**—It is a well known fact that many of the representatives and senators believed the McNary-Haugen Bill to be unsound. It is impossible to conceive that any man endowed with the intellectual resources that make him competent to hold a seat in the legislative halls at Washington should believe this bill was founded on sound or economic principles.

The one astonishing but inevitable result of all attempts to blame the independent grain dealer and the present marketing system for the so-called agricultural difficulties is the complete failure to establish any evidence that will substantiate those charges.

**Farm Troubles Due to Other Crops.**—It has been admitted that the annual importation of such farm products as eggs valued at \$7,289,000 from China; cheese valued at \$21,034,000 from Italy, Switzerland and Canada; butter valued at \$2,799,000 from New Zealand and Denmark; cream and milk valued at \$9,303,000 from Canada; wool, sheep and sheep products valued at \$107,520,000 from Australia and Argentina are responsible for some of the real troubles of the farmer. It is estimated that the dairy products imported annually represent a displacement of 800,000 cows, which should be consuming hay, corn and other feeds produced by American agriculture.

**Small Margin of Profits.**—A statement from the Joint Commission of Agriculture reads as follows: "Out of every 100 cents paid in 1921 by the housewife for bread the grain dealer and flour mills together received only 3.4c, the balance, or 96.6c, being shared by the wheat grower, the railroads, the baker and bread retailer." A statement in a recent edition of one of the trade journals presents figures to show that an audit of 50 elevators in Ohio, which is probably representative of the conditions the country over, showed that wheat margins averaged 2.62% on every dollar turnover, and cost accounts averaged 4.71% on every dollar turnover. Twenty-five of these elevators had only .92% gross margin on wheat per dollar turnover.

**Agitators Persist.**—In spite of the objections of even the farmers grain marketing organizations, some of the radically obstinate legislators at Washington persist in their efforts to wreck private business. They want personal glory. Thru such legislation as the McNary-Haugen bill they expect to gain the favoritism of the farmer, even tho it will not solve the agricultural problem. They are posing as the farmer's champions, and are determined to assert their sincerity even if their efforts do nothing more than to drive the independent grain dealer out of business.

**Forty Farm Bills.**—Since Congress convened on Dec. 2 over forty bills and resolutions, classed as Agricultural Relief Measures, have been introduced in the House and Senate.

Agricultural prosperity is of vital importance to the entire nation, and the agricultural problem necessitates a thorough and sincere study for its solution. The farmer needs immediate help; and it is impossible to comprehend why the legislators at Washington are spending several years wrangling over legislation that is economically unsound and gives no indication of substantial relief.

**Senator Capper** of Kansas has decided to make a bid for a share of the glory and wants Congress to amend the Grain Futures Act. He has introduced a bill, known as S. 3575, the purpose of which is to strengthen the Capper-Tincher bill, which was passed by Congress in 1921. Under this bill contract markets will not be permitted to make or maintain any rules governing trading in grains for future delivery without the approval of the Secretary of Agriculture.

**Caraway Bill.**—In addition to the Capper Bill, the Senate Com'te on Agriculture and Forestry has, on March 3, reported out the Caraway bill, known as S. 1093, which Senator Caraway states is to eliminate the short selling of farm products. The measure does not provide for any substitute for the present marketing facilities, and would completely destroy the existing marketing machinery.

From the Bulletin prepared by Professor Boyle it may readily be seen that all attempts to improve on the established grain marketing system have failed; and the independent grain dealer has the satisfaction of knowing that he is receiving less of the consumer's dollar, in return for the efficient service performed by him, than is taken by the middle man in any other line of business. Furthermore, it is an acknowledged fact that the competitive commercial grain marketing system, developed as it has been by the independent grain dealer, performs a most creditable and efficient service at the lowest cost of any commodity marketing system in the world.

**Funds for Ass'n Work.**—To properly carry on the work of this Ass'n there must be available the necessary finances and these can only be secured by a large membership.

At this time, I believe it is entirely proper to touch on the earnest efforts being put forth by Secretary Culbertson for the promotion of our Ass'n. I have been in constant touch with him during the past year and am in a position to know that he has labored diligently and with remarkable success. In spite of adverse conditions in the grain trade generally, he has been successful in maintaining the membership at its usual figure.

**Local Meetings.**—Secretary Culbertson has conducted a large number of local meetings throughout the state, and he no doubt will, in his report, cover this phase of his work. I sincerely feel the local meetings are most essential in our Ass'n work. We find they have resulted in two things. By inviting the representatives of the farmers elevators to the local or community meetings, it has been possible to create a much better feeling between all elements of the country grain business. In fact, these meetings have resulted in several farmer elevators making application for membership to our Ass'n and there will no doubt be others to join us in the near future.

**SECY. W. E. CULBERTSON**, Delavan, read his annual report:

## Secretary Culbertson's Annual Report.

Since our last annual meeting in Peoria, a year ago, I have devoted practically all my time and effort in attempting to better conditions in the country grain trade of this state.

It is a deplorable fact that country elevator property in this state, except in isolated instances, cannot be sold for its replacement value. This, in my belief, is not due to the grain business being a poor business, but to poor business methods upon the part of the owners and operators.

The country elevator here in Illinois, and other states, is a utility, just as much so as a transportation or power company. It is the utility that the farmer uses, and as such is entitled to a fair return upon its investment. There exists no commission to fix the tariffs for the operation of a country elevator. That is solely up to the owner or manager, and I maintain that, with few exceptions, grain cannot be bought on present buying margins and the elevators be able to make interest on their investment after setting aside the necessary amount to cover depreciation.

The grain business has been too much spec-

ulation. It should be a merchandising business pure and simple, and each elevator should base its buying margin on its cost of doing business, taking into account interest on the invested capital, with reserves for depreciation. It is this idea that I have been carrying up and down the state trying to sell to the elevators. Whether or not I have succeeded I am not prepared to say, but I do know that elevator property is picking up in value and that today there exists a better feeling among the country grain trade than at any time within my knowledge.

**Attended Over 80 Meetings.**—During the year I have traveled more than 20,000 miles, via auto, attending more than 80 meetings of the country trade, and yet I have not been able to cover as much territory as I desired. and the main reason was lack of finances. I believe the efforts being put forth are appreciated by those best able to judge, and that this message should be carried to all sections of the state. To do this provision must be made for the proper financing.

**Arbitration.**—There has been no misunderstanding that was not settled by using your secretary as a medium.

**The Claims Bureau**, for the collection of loss and damage claims, has handled very few claims, and these for very small amounts. This is in marked contrast to when I came with the Ass'n about ten years ago, when this department handled more than 1,000 claims annually. The improvement in the equipment furnished by the carriers and the better coöpering of the cars by the dealers is mainly responsible for this improved condition.

**The Scale Inspection Department** functioned only a part of the past year. Competition between various scale inspection services caused us to believe that for the best interests of the Ass'n, and our members individually, our Inspection Department should, for the time being at least, be abandoned. Arrangements were made with the Superior Scale Co., an organization of our former inspectors, whereby we loaned to them our test weights, and they are attempting to carry on an inspection service which is believed will give to the grain trade better service at less cost. The attitude of the Ass'n toward scale inspection is, that we believe it to be the duty of every dealer at all times to know that his weighing facilities are in perfect order, and that all scales should be gone over by competent scale men at least once a year, preferably every six months.

Our membership for the year has shown an increase in that we have secured 35 new members, as against a loss of 28. The Ass'n now has a membership of approximately 400, which is less than one-half of the grain dealers of the state. There is no difficulty experienced in obtaining the membership of the best business minds in the trade. They are always willing to support any trade ass'n which they feel is doing real work in breaking down economic illiteracy and making competitors more intelligent. It is the fellow that does not know what his cost of doing business is and who is afraid of his competitors that is difficult to obtain. It is in ignorant competition, together with its half-brother, superstition, that business of all kinds faces a real hazard.

The following is a statement of the receipts and expenditures for the year ending May 1, 1928:

## RECEIPTS.

Balance on hand May 1, 1927.....	\$1,263.67
Membership dues .....	\$4,260.00
Membership fees .....	15.00
Advertising .....	2,034.50
Claims fees .....	7.00
Scales fees .....	136.55
Sale of directories.....	30.00
Total .....	\$7,746.72

## EXPENDITURES.

Postage .....	\$ 249.14
Annual convention .....	74.65
Office rent .....	100.00
Telephone, telegraph and express .....	51.41
Officers' expense .....	9.00
Printing .....	4.50
Office supplies .....	57.84
Printing of directory.....	805.50
Dues to National Ass'n.....	210.00
Dues to C. of C. of the U. S. A. ....	30.00
Secretary's expense .....	771.35
Salaries .....	4,600.00
	6,963.39

Balance on hand May 1, 1928.....\$ 783.33

The report was received and adopted.

T. E. HAMMAN, Arcola, of the Finance Com'te, recommended that the method of accounting by the Secretary be continued, and its report was adopted.

PRES. KOCH read a telegram from E. M. Wayne regretting his inability to be present.

Adjourned to 2 P. M.



### Thursday Afternoon Session.

The second session was called to order by Pres. Koch at 2:30 P. M., who introduced V. E. Butler of the Grain Dealers National Mutual Fire Ins. Co.

V. E. BUTLER, Indianapolis, Ind., said a grain receiver had given him a list of 22 country shippers who had made overdrafts. He called on these shippers at their offices and found there was a good reason in each case for lack of profit in the business for that dealer. Mr. Butler's conclusions are published elsewhere under the caption, "What Is Wrong with Grain Dealers?"

CHAS. QUINN asked what had caused the decline in the amount of grain hauled to the country elevator.

MR. BUTLER: More of it is used in the county where grown. It is sold to be delivered in the same county without leaving the state. I know of one station in Indiana that has not shipped out one bushel of oats in 5 years. The elevator man ground it into feed and made a profit out of it.

### Farm Relief Legislation.

CHAS. QUINN, Toledo, O.: The McNary-Haugen bill will be vetoed without doubt. No substitute will be considered. Members of Congress told me, "The boys all want to go home with a veto."

Consideration of the bill has exposed a lack of faith in it by Congressmen. Congress has lost all faith in co-operation per se.

Aaron Sapiro wrote the following: "When we go into co-operative marketing activities are we going to get a little more for grain? No, because we cannot get more than the grain dealers do. The big handlers have the system so perfected that we cannot hope to excel it."

"We don't say the purpose of co-operative marketing is to introduce any economy in the physical handling of grain. We are interested in raising the basic level of the price of wheat."

The Canadian Pool has found that even a national pool can not raise the price and now want an international pool. The fact that pools are large holders creates a distinctly bearish sentiment abroad. The balance of power rests with the consumer.

Prof. Boyle shows that the trouble with agriculture is what he terms "Anarchy of production."

A bulletin of the North Carolina state department of agriculture said the trouble with cotton is that Texas and Oklahoma put 10,000,000 acres into cotton, more than 5 times the acreage of cotton in North Carolina. In 5 or 6 years you will see a similar situation in citrus fruits.

The Caraway bill is intended to destroy speculation. Senator Caraway says he intends to kill "short selling."

So long as the Department of Agriculture forecasted high prices there was no murmur, but when it forecasted lower prices a bill was passed to stop forecasting by the Department of Agriculture.

There can be no liquid market without the speculator. No serious attempt will be made to pass this bill at this session. No opportunity was given millers or grain dealers to appear in opposition to the Caraway bill.

The Capper bill I regard as much more dangerous than the Caraway bill. If Congress passes it, it will make Dr. Duvel the czar of the futures market. Our information that nothing will be done at this session, but at the next session an attempt will be made to pass it.

The Frazier bill would provide for the federal inspection of grain by the United States instead of the states and exchanges. Nothing has been done toward passing this bill. The Shipstead bill is a sort of counter-irritant to the Frazier bill.

Representative Strong of Kansas has introduced a bill growing out of his experience in shipping a car of wheat to Burlington, Kan., and before his draft was paid the bank examiner came along and closed the bank. Mr. Strong brought suit and lost. I am going to ask the co-operation of every shipper to see if we can not get this bill thru. I therefore offer the following resolution:

The resolution was referred to the com'te on resolutions and appears with the report of that com'te elsewhere.

PRES. KOCH: We have got to take some action on increasing the dues of the Ass'n.

W. E. CULBERTSON, sec'y.: For the last couple of years we have not taken in sufficient funds to conduct the Ass'n without a deficit. In looking about for a side line I unfortunately tied up with J. C. Adderly of the Integrity Mutual Casualty Co. It brought us about \$1,000 a year, but they blew up. Our dues are

\$12 a year, the least of any grain ass'n. Most of them collect considerably more.

JOHN E. BRENNAN, Chicago: I move that the dues be raised to \$15 a year.

OTT COLLINS, Tuscola: I move the dues be raised to \$18 per year.

F. W. STOUT, Ashkum: Due to the beneficial work of Mr. Culbertson in the Kankakee district I favor making the dues \$18 a year from June 1st.

MR. CULBERTSON: It will be well to eliminate the initiation fee.

MR. COLLINS accepted the amendment to eliminate the fee of \$5 and the motion to raise the annual dues to \$18 was adopted without a dissenting voice.

MR. CULBERTSON, replying to a question: Undoubtedly we get new members by these local meetings. Local meetings have proved that the dealers do better. Dealers find their competitors to be better fellows than they thought they were. I have tried to show them they are not taking sufficient margin. We picked up 35 new members last year but we have lost 28 members, by death, and yesterday one of our members not far from here blew up with a loss of \$44,000. He did business without a sufficient margin and gave free storage.

GORDON HANNAH, Chicago: Would it not be a good idea to reorganize a boosters' club to send in names of men who ought to be induced to join?

WM. H. McDONALD, federal supervisor at Chicago, delivered an address, covering among other points, "Why We Have Incompetent Inspectors," which is published elsewhere in this number.

CHAS. S. CLARK: Would 4 grades of corn be enough for practical classification?

MR. McDONALD: It would be easier to grade grain. The question should be left to the trade on account of the discounts. If you lower the standard you lower the price.

MR. BRENNAN read the agreement by the Chicago elevator men to take care of grain going out of condition, which is published elsewhere in this number.

MR. MOORE, pres. of the Indiana Grain Dealers Ass'n, invited the dealers to attend the midsummer meeting of that Ass'n at Gary, Ind., June 28-29.

W. S. BRAUDT, pres. of the Grain Claims Bureau, Chicago, delivered an able address on railroad claims, which appears elsewhere.

PRES. KOCH appointed the following committees:

RESOLUTIONS: F. G. Horner, H. A. Hillmer, Jno. E. Brennan, Geo. C. Dunaway and F. W. Stout.

NOMINATIONS: L. B. Walton, Mr. Mellon and W. C. McMichael.

FRED E. POND, secretary, Corn Exchange, Buffalo, N. Y., made a vigorous statement calling for real uniformity in grain inspection as between different terminal markets, as Chicago and Buffalo, and advocated adequate appropriations to enable the Department of Agriculture to obtain uniformity by employment of an adequate personnel.

We are willing to submit to the most drastic regulation to accomplish this.

Country shippers were granted the privilege of shipping grain invoiced as of a certain grade from one non-inspection point to another non-inspection point because the Government could not have inspectors at every point. The terminal markets do not have this privilege. All grain passing thru a terminal market should be inspected.

Our market is to a man absolutely opposed to federal inspection. We will oppose any bill for federal inspection. The only difficulty now is that the Department has not the means to carry out uniformity.

MR. McDONALD: Inspection records disclose the fact that 96% of the grain shipped from Chicago to Buffalo received the same

grade upon arrival in Buffalo as when loaded out of Chicago elevators.

MR. HUBBARD, Mt. Pulaski: I don't like the idea of a further assumption of bureaucratic wet nursing of the government over the country shipper. If I sell a car of stuff to a man in Mississippi it is the business of no man but the seller and buyer. Let us not encourage government paternalism or wet nursery.

MR. POND: The case I cited is approved by the Secretary of Agriculture, who said the inspection at Buffalo was right and that at Chicago was wrong.

Adjourned for banquet.

### The Joliet Banquet.

Promptly at 7 o'clock 340 visiting dealers sat down to dinner at the Chamber of Commerce. After disposing of a well prepared repast they were entertained by the humorous remarks of Toastmaster Thos. F. Donovan, who fittingly introduced the speaker of the evening, Hon. Floyd E. Thompson, justice of the Supreme Court of Illinois.

JUDGE THOMPSON dwelt on the importance of the citizen taking an interest in public affairs. He said that after conditions of government become bad the citizens arouse themselves and institute needed reforms. Unfortunately the citizens do not maintain their interest in politics, with the result that the practical politicians soon get control and in 20 years conditions get as bad as before.

FRANK J. DELANY, Chicago, told some good stories.

WM. HIRSHEY, Chicago, threw some compliments at the other speakers and was well seconded by

JOHN E. BRENNAN, as usual bubbling over with good cheer.

A string orchestra aided in inaugurating the dinner with singing by the guests.

### Friday Morning Session.

The third session was called to order at 10 a. m. by Pres. A. C. Koch.

MR. FINN of Ass'n of Commerce, Peoria, extended a very cordial invitation to meet with them next year. "Nine hard roads go into the city of Peoria, and next year there will be twelve. Every man that comes there can find a place to sleep."

GRANT M. MILES read two telegrams from the mayor of Peoria, Louis Mueller, and the convention department of the Ass'n of Commerce, urging the dealers to meet at Peoria. Mr. Miles added the cordial invitation of the Board of Trade.

FRANK J. DELANY, Chicago, delivered an able address on "Grain and Government," which is published elsewhere.

LACEY F. RICKEY, of the University of Illinois, spoke briefly on the "Keeping Quality of Grain Harvested with Combines." His paper will appear in a later number.

MR. MOORE, Covington, Ind.: Soft wheat bleaches if we let it stand for condition to combine, and becomes "tombstone" wheat. The soft red should be cut a little green to be of best milling quality. The combine is a failure with us in Indiana.

J. A. SCHMITZ, weighmaster, Chicago Board of Trade, told of the importance of such details as weighing grain. His address appears elsewhere.

F. J. DELANY: In the rush of harvest we find cars inspected sample grade, odor of kerosene. We find it was the result of dumping a truck and the oil from the crank case drained into the pit.

MR. CULBERTSON announced that the Chamber of Commerce would have 15 cars for the trip thru the State Penitentiary, at 1 o'clock.

R. A. McLELLAN, Dwight: Will mashed feed absorb moisture from hollow tile walls of warehouse?

MR. MOORE: We have one with cement floor. The tile does not sweat.

FRED G. HORNER presented the report of



the resolutions com'te, which was unanimously adopted, as follows:

## Resolutions Adopted.

### Would Continue "To-Arrive" Rule.

WHEREAS, There is an effort to abolish the to-arrive rule on the Chicago Board of Trade and feeling that, the elimination of this rule would not be for the best interest of the country grain buyer, be it

RESOLVED, That the Illinois Grain Dealers Ass'n in Convention Assembled opposes abolishment of this rule.

### Eliminate Cereal Oats from Futures.

RESOLVED, That we request the United States Department of Agriculture to revise the oat standards so that small berried and pinney oats commonly known as cereal oats be eliminated from the contract grades deliverable in the Chicago market on future contracts.

### Local Meetings Are Effective.

WHEREAS, We believe that the holding of frequent local meetings of our members through out the state offers an especially effective medium of service to the country elevator trade, therefore be it

RESOLVED, By the Illinois Grain Dealers Ass'n that we commend Secretary Culbertson for his efforts in this direction and also urge our members to lend our Secretary their continued cooperation.

### Frazier and Shipstead Bills Opposed.

WHEREAS, The existing system of Federal grain standards with federal supervision of inspecting furnishes the fairest and most efficient system that has yet been devised for the grading of grain, therefore be it

RESOLVED, By the Illinois Grain Dealers Ass'n that we oppose the abolishment of this system as proposed in the Shipstead Bill and also the change from federal supervision to federal inspection as provided in the Frazier bill.

### Caraway and Capper Bills Condemned.

WHEREAS, We are opposed to the interference with the established order of legitimate business practices and the encroachment upon individual effort by legislative enactment because it can only serve as a demoralizing influence destructive of existing efficiency, therefore be it

RESOLVED, By the Illinois Grain Dealers Ass'n that we condemn such legislation as the proposed Capper and Caraway Bills.

### Protecting Drafts Sent for Collection.

WHEREAS, There is now pending in the House of Representatives at Washington, D. C., a certain bill number HR 13153 which is of vital importance and will greatly tend to stabilize the business necessarily conducted thru the national banks of the country and which is designed to protect the owners and holders of drafts with bills of lading attached and other instruments sent thru the banks for collection only in the event of the failure of the collecting bank before remittances have been fully made for such collection, therefore be it

RESOLVED, By the Illinois Grain Dealers Ass'n that we urgently request the Senators and Representatives in Congress from the State of Illinois to support said bill and insist upon its passage at the earliest possible moment.

### Thanks to Speakers.

RESOLVED, That we extend a sincere vote of thanks to the various speakers who have so ably addressed us, and also our special thanks to Mr. W. H. McDonald for his able assistance at the various group meetings which have been held by this Ass'n thruout the state during the past year.

MR. HORNER read a telegram addressed to Mr. E. M. Wayne: "No one could be more greatly missed from our convention than you, and we earnestly hope for your speedy recovery."

L. B. WALTON, Mayview, for the nominating com'te presented the following choice of officers and directors for the ensuing year, and they were elected without opposition:

President, L. A. Tripp, Assumption; 1st v.-p., F. W. Stout, Ashkum; 2d v.-p., H. R. Meents, Clifton; treasurer, M. J. Porterfield, Murdock; directors, Otis J. Bear, Kempton; A. C. Koch, Breese; Thomas Ogden, Champaign; Frank S. Ware, Butler; L. W. Railsback, Weldon. Directors holding over are B. P. Hill, Freeport; E. M. Wayne, Delavan; O. A. Collins, Tuscola; N. L. Hubbard, Mt. Pulaski; and L. B. Walton, Mayview.

MR. KOCH, retiring pres., requested Mr. Tripp to take the chair.

MR. TRIPP: I appreciate the honor. I hope I may have the same hearty cooperation Mr. Koch has had.

Adjourned *sine die*.

## Joliet Jottings.

ST. PETER from Held was there.

LAST COUNT on the registration totaled better than 375.

KENNY PIERCE developed into quite a navigator over night.

F. W. BARCLAY developed a horrible dislike for salt in coffee.

DON HART did bring his wife after all and had six flat tires on the way down.

GRANT MILES of Peoria headquartered at Jimmy Ward's Joliet's pineapple garden.

THE ELITE from Chicago wheezed in just before dinner Thursday, all fresh and rarin' to go.

HANK BARTELLS, Lord Mayor of Richards, is up and at 'em again, after a long sick spell.

THE VOICE OF THE TOMB on the back of Squire Cavitt's card may be something to listen to.

FRED H. CLUTTON, new secretary of the Chicago Board, came down to shake hands all 'way 'round.

QUOTATION SERVICE was posted in the hotel lobby through the courtesy of Phillip H. Schifflin & Co.

D. J. SCHUH of Cincinnati developed a mania for black cats and dark alleys out in the east end of town.

ESPECIALLY WRAPPED cigars were generously distributed by the four representatives of James E. Bennett & Co.

JOE SCHMITZ is still bearing the weight market. All beams, counter poises, balance, etc., everything about Joe is under control.

THE ST. LOUIS delegation got all impatient to visit the penitentiary and went a day sooner than the program scheduled. A check-up still leaves doubt.

BUSINESS must be good over in Indianapolis, just judging from Charlie McEwan's new "Hupp." Lew Hill and Don Hart say "You ain't seen nothin' yet!"

LEW HILL golfed in an "Erin Go-Bragh" ensemble, so we just know he must be plenty good. A "green" player wouldn't have the nerve to wear that color.

BILL MAIBUCHER is now soliciting consignments by plane. Bill flew from Indianapolis to Joliet in two hours and twenty minutes. He's getting to be a high stepper.

GEORGE BOOTH maintained headquarters at "The Subway," an elevating atmosphere for the bears. George and Tommy Howell succeeded in putting the market down Thursday.

MR. AND MRS. Walter Moore indulged in considerable "Hoot-Mon" Golf in the Hotel Lobby. They decided it was a good Scotch game, there being no "Return Coin" slot on the machine.

HENRY RUMSEY is gradually becoming accustomed to the night air again. Henry, an ex-mayor of a north shore suburb, hobnobbed with all the swells out at the penitentiary.

LARRY LARIMORE entertained at his annual luncheon, feeding 31 guests, one for each birthday. Larry refused to cart Ed Shepperd home this trip, Ed still having his noted barber stripe tie on.

D. J. SCHUH was boosting Cincinnati again. Must be about time for another flood, but those CINCINNATI boys don't want to be left entirely high and dry. "Ah, Swedehard, didja hever dring snoppis in Sinsinnaty?"

THE CONVENTION was the guest of the new state prison on Friday afternoon. Most of the Chicago crowd pulled stakes before this occasion, believing an ounce of prevention is better than going out of the grain business.

VISITING LADIES were entertained at a theater party on Thursday afternoon. The knick-knack shops also report a thriving business. All the ladies, and there were quite a

pleasing number this time, went to brighten up the banquet.

F. J. CONRAD exhibited a 30-inch Munson mill, operated by two 40 h.p. Howell motors; also Howell ventilated and enclosed motors; belting, Sells roller bearings; and "D. P." Superior Cupps; also new type Munson horizontal crusher.

FRIDAY'S arrivals included F. L. Gardner and wife and H. E. Crum and wife, Cornell; James Tyler, Elwood; George W. Reinhart and wife, Sandwich; W. H. Herrmann and wife, Shabbona; L. Dean King and E. R. Lambert, Tonica; C. E. Hitch, Tuscola, and G. B. White, West Ridge.

"PETE" PETERSON, famous insurance inspector, was going like a house afire all during the convention. Says he never had to register so many wimmin in all his born days. Registration was in charge of V. E. Butler, J. T. Peterson and J. D. Steffaniak of Grain Dealers Fire Insurance Co., which supplied identification badges.

CHARLEY WEIRICK of Indianapolis, put on a humorous blindman's act, pulling down his hat all around to look disheveled, donning smoked glasses, a corn-cob pipe, a patch of adhesive tape here and there, collar up, and cane wabbling in shaking hand, stumbles off the elevator right into Charlie McEwan's lap. Charlie McEwan and his shipper were sitting right out in the middle of the lobby—away from everyone and everything. The act was great, in fact so good that even Charlie McEwan got a kick out of it. So did Charley Weirick.

SOUVENIRS: Pencils were put into circulation by the representatives of James E. Bennett & Co., passing out hand painted, skid-proof safety-bullet pencils; Don Hart, Indianapolis, distributed well behaved writing sticks; and J. H. Dole & Co. gave out personally autographed pencils. Harold Geiger of Bert Boyd Grain Co., put out decrepit pencils, the lead being all soft. Ed Shepperd also saw to it that the press got one of their pencils. Cigarette lighters were passed around by Guy F. Luke, Freight Tables were distributed by Harry Savage, and Match Boxes were passed about with the compliments of Herbert J. Moore.

## In Attendance

Matt H. Kleser hailed from Milwaukee. FROM IOWA came J. G. Oertel of Burlington.

OMAHA was far off, but there came O. H. Gibbs and John S. Hedlund.

DECATUR dealers included J. C. Hight, H. J. Kapp, C. L. Leiss, Bert Mutherspaugh, F. A. Wand.

INDIANA SHIPPERS present included W. M. Moore and wife, Covington; O. E. Powell and wife, Raub, and H. E. Phillips of Terre Haute.

SEED HANDLERS were represented by D. J. Bunnell, Crawfordsville, Ind., and C. D. Evans, Chicago.

PEORIA was represented by H. H. Dewey of W. W. Dewey & Sons; L. L. Gruss; Clay Johnson, chief supervisor weighing dept. of the Board of Trade; Guy F. Luke; G. M. Miles of P. B. & C. C. Miles; F. W. Mueller; L. H. Murray; F. B. Tompkins, chief inspector, and E. Wrigley.

ASSOCIATION OFFICIALS included W. E. Culbertson, sec'y, Delavan; Chas. Quinn, sec'y G. D. N. A., Toledo, O.; Fred E. Pond, sec'y Corn Exchange, Buffalo; D. J. Schuh, sec'y Board of Trade, Cincinnati.

INSURANCE MEN present included V. E. Butler, J. D. Steffaniak and J. T. Peterson of the Grain Dealers Fire Ins. Co., Indianapolis; H. A. Canham and wife, Virden, Ill., and V. R. Johnson, V. L. Parmentier and A. R. Schroeder of the Millers National Insurance Co.

INDIANAPOLIS' delegation had Harold J. Geiger of Bert A. Boyd Grain Co.; Donald T. Hart and wife of Hart Bros. Grain Co.; Lew Hill and wife; C. Wm. Maibucher of C. Wm. Maibucher Grain Co.; Warren K. Mannor of H. E. Kinney Grain Co.; Chas. McEwan of Frank A. Witt Co.; Carl D. Menzie; Ed. K. Shepperd and wife, and O. P. Larimore of Cleveland Grain & Milling Co.; Chas. S. Weirick, and W. W. Wilson.

THE SUPPLY TRADE was represented by A. D. McPherson, Chicago, of the Huntley Mfg. Co.; J. M. Deck of the Kewanee Implement Co., Kewanee, Ill.; P. H. Grotevant, Chicago, of the S. Howes Co.; F. J. Conrad, Cedar Rapids, Ia., of the Munson Mill Machinery Co.; W. S.



Braudd, Champaign, of the Grain Claims Bureau; A. W. Thompson, Chicago, and James M. Maguire, Chicago.

ST. LOUIS'S delegation included F. H. Barkley; A. H. Beardsley of Picker & Beardsley Com. Co.; Frank Bubb of Knowlton Grain Co.; R. R. DeArmond of the Merchants Exchange; Otto Gates of Jostes-Lusk Grain Co.; G. C. Martin of G. C. Martin Co.; H. H. Savage of Marshall-Hall Grain Corp.; L. F. Schultz of Schultz & Niemeier Com. Co., and S. A. Whitehead of Nanson Com. Co.

CHICAGO'S DELEGATION included Fred H. Clutton, sec'y, and J. A. Schmitz, weighmaster, of the Board of Trade; W. H. McDonald, federal grain supervisor; J. A. Nosek, J. L. Mathias (Morris), Jesse H. Summers and wife, all of E. W. Bailey & Co.; J. J. Coffman, W. E. Hudson, A. H. Ellis (Bloomington), W. H. Conley and C. R. Dehner (Lincoln) of Bartlett-Frazier Co.; E. H. Granneman (Pontiac); K. B. Pierce, C. D. Olsen, S. N. Cavitt and B. M. Triggs (Kankakee) of James E. Bennett & Co.; Jack Brennan, Jas. P. Ryan and Jack Plotnicky of John E. Brennan & Co.; Frank M. Baker of Carhart, Code, Harwood Co.; Frank J. Delany; Gordon Hannah of Doern-Scarritt-Hannah Co.; Frank Haines; W. M. Christie and Jos. F. Sheridan (Peoria) of J. H. Dole & Co.; Wm. Page, John E. Anderson, Geo. McGrath (Streator) and T. E. Decker (Princeton) of E. J. Feehery & Co.; W. K. Mitchell of Harris, Winthrop & Co.; D. W. Jones; Geo. E. Booth, Harry Rogers, F. J. Dolan, R. G. Williams, Wm. Tucker and Hugh Rodger (Joliet) of Lamson Bros. & Co.; Edw. A. Prager of McKenna & Strasser; O. J. Bader and wife, E. F. Havey and P. N. Wagner of W. G. Moorhead & Co.; B. F. Traxler, H. A. Rumsey of Rumsey & Co.; E. V. Maltby and Homer Price of Rural Grain Co.; Eugene Schifflin, R. T. O'Neill and J. E. Quigley (Joliet) of P. H. Schifflin & Co.; W. M. Hirshey and wife and Phoebe Hirshey of J. C. Shaffer Grain Co.; G. A. Wegener of Updike Grain Co.; M. L. Vehn; Jas. N. Bailey and A. H. Dysart and wife (Oswego) of John West & Co.; Orrin S. Dowse of Stratton Grain Co.

Illinois Shippers in Attendance: Oscar Berga and wife, Amboy; F. C. Dewey and M. B. Arnold of Annawan; Clarence Coombe, T. E. Hamman and wife, Paul Hamman and R. B. Rollings of Arcola; E. M. Bare and wife of Arrowsmith; L. A. Tripp and wife of Assumption; Chas. P. Keys, Beason; James Shields, Jr., and wife of Benson; Geo. A. Purcell, J. E. Dameron, Paul Thielen, Bloomington; M. A. Kirk, Bondville; C. T. Rees, Bradford; James Munch, Braidwood; A. C. Koch, Breese; O. B. Robbins and wife, Buckley;

H. M. Dewey, Camp Grove; Geo. Walsh and wife, Campus; L. S. Fowler and wife, Thos. Ogden, J. P. Sledge, Champaign; Jas. A. Harlan and wife, Cheneyville; W. W. Boughton, C. W. Parry, Chenoa; Peter Coyer, Claytonville; Harold R. Meents and wife, Clifton; J. P. Sterrenberg and wife and Mrs. F. Wessell, Crescent City; Meddie Buck, Cropsey; J. W. Overacker and wife and Mrs. Wm. F. Siemons of Danforth; Wm. F. Siemons, Del Rey; J. K. Jones, Dewey; J. B. Rice and wife, John H. Shehan and wife, Dunlap; R. A. McClelland and Frank Gibbons, Dwight; R. A. Strong and wife and Miss Florence Lynn of Earlville; H. E. Robinson and wife, G. C. Tjardes and wife, Emington;

Thomas F. Grady and Thomas, Jr., Farmer City; Francis Sherry and wife, Flanagan; R. Hippen, Forrest; Victor E. Dewein, Forsythe; W. M. Herbst, Franklin Grove; H. A. Hillmer, Miss Jean Hillmer, B. P. Hill and wife, Freeport; H. H. Potter, Galesburg; Everett C. Hamman and wife, Herbert J. Moore and wife, Gibson City; Laurel Truman, F. M. Woodriddle, Gifford; C. W. Peterson and wife, Mrs. E. A. Woodward, Grand Ridge; C. W. Hatch, Greenview; Henry Blessman, Gridley; Frank J. Holub, Hammond; John S. Karcher and wife, Herscher; R. J. Railsback, Hopedale;

E. W. Block, Indianapolis; M. P. Ferris, Irwin; G. Cook, R. E. Milligan, Ivesdale; C. L. Carter, Kankakee; Otis J. Bear and wife and Robert Bruce, Kempton; Irvin M. Funk, Kernan; H. McManus and wife, Kinsman; H. J. Peters, Lacon; M. T. Welsh, Langham (Vernon p. o.); W. C. McMichael, Lawrenceville; A. P. Schantz, Lockport; Charles Gingerich, M. L. Kinsman, Lockport; Chas. Gingerich, M. L. Kinsman, Loda;

B. F. Rayburn, Mahomet; R. A. Ewing, Malden; Tom Cunningham, Henry Eberhardt, Jas. A. McGrath, Manhattan; C. O. Euziere, Manteno; W. C. McGuire, Maroa; J. G. Etzel, Martinton; E. C. Saddoris, L. B. Walton, Mayview; G. E. Mellen, Mazon; O. W. Ripach, McDowell; Bert Stubblefield, McLean; E. A. Gross, A. W. Haag, J. O. Kiliya, Mendota; H. A. Stone, Mineral; M. J. Porterfield and wife, Murdock; Lloyd N. Memmen, John Leffers, J. A. Thompson, Jr., Minonk; Arthur Dirst, Minooka; M. C. Hobart, Willard B. Smith, Mokence; Roy H. Jones, Monticello; Isaac B. Barrett and wife, Moon Sta.; E. J. Overly, Sam Riffel, M. H. Wilcox, Morris; Nicholas L. Hubbard, Mt. Pulaski;

Russell B. Rodgers and wife and Estella Rhodes, Oakwood; Jas. McMahon and R. D. Smilie and wife, Odell; R. M. Wheeler, Onarga; E. W. Henning and wife, Oswego; W. P. Cavanaugh and wife, O. D. Center and wife and

## Protecting Country Purchases by Hedging

From an Address by J. C. Lyman before Western Grain Dealers Ass'n

Hedging from the standpoint of the country shipper is a broad subject. It will not be bound by iron-clad rules. At best we can discuss it only in a general way and work on the ideas thus formulated. Hedging means to protect, to guard against. As applied to the grain business this refers to dealing in futures or options in the terminal markets to protect the profits we have on newly bought grain while it is still in our possession.

Hedging by country elevator operators has two purposes. First, to protect the dealer against financial loss while the grain is in transit unsold. Second, to protect grain stored in the elevator and make the carrying charges.

Hedging originated during the Civil War when the government wanted to contract large amounts of foodstuffs for delivery at a specified time and place at a specified price. It sought to deal with one person rather than a group of men. One man was finally found who would assume this risk. He immediately hedged by contracting with other men to deliver him parts to make up the whole of his contract with the government. This worked out so nicely that the practice began to come into general use and became a part of the modern method for protecting the grain trade.

Hedging looks so easy in theory that it is apt to be given little attention, but complications often arise whereby it can easily result in loss. Buying a thousand bushels of corn and selling an option against it is not enough. Unless we follow the change in conditions from month to month we are bound to lose.

Hedging on consigned grain is best done in the option month immediately following except when the grain will arrive and be profitably sold within the current option.

To obtain a carrying charge we hedge when the cash grain is at a sufficient discount to pay for the cost of carrying the grain to the best option for this purpose. Hedging when the cash grain is selling at a greater discount under the option than it takes to carry the grain to that option gives greater profit. On short crops when we have grain of uneven quality the better grain will usually sell at the option before the first day of that option.

It is necessary to check up the options in the futures markets tributary to your cash grain market, particularly where the freight rates are the same as in the case of Milwaukee and Chicago. In a narrow market like rye the option sometimes becomes congested. If you are tributary to two markets where the freight rates are different it is necessary to check up the cash and options in each, taking into consideration these rates.

Where we hedge for protection while grain is in transit unsold and the cash grain will arrive before the middle of the next option, then we use the nearest option, because the cash and the nearest option usually work hand in hand.

If the cash grain would not arrive before the last few days of that option then we use the next nearest option. We usually change over our hedges when the cash and the option in which the grain is hedged sell at the same price.

A few illustrations: On July 13, 1926, bids for No. 3 white oats for August and September shipment were 40%. The September option was 40%, the December 43%. In this case if we were storing oats for a carrying charge we would use the December with its 3 1/2 cent premium. If we were hedging consigned grain

and the cash would arrive before the middle of September, we would hedge in the September option.

On the 13th of October the December has reached 44, so has the cash oats. Then we buy back the December option and sell the May in order to take advantage of a 4 cent premium, the May option selling at 48.

On March 10 we find the No. 3 whites are 45 1/2. So is the option, so we sell our cash oats and buy back the option, thus making 7 1/2 cents from August to March, plus the original profit in the purchase of the grain.

LAST YEAR the bids for August-September shipment of No. 3 white oats were at 45 1/2, the September option was 45 1/2 and the December was 49 1/2. We do the same thing as in the year prior. But the quality of oats is uneven so we figure the better grades should sell over the nearby option sooner than they did the year before. On October 15 30-lb. No. 3s sold at 46. The December had reached the same figure, but May was 49 1/2. So we changed our option. On March 10 the cash was selling at 58 1/2 and the May option was 55 1/2. The gain was faster and 10 cents was made on the hedge plus the original merchandising profit.

Grain works over the option soonest when we have short crops or uneven quality, the better qualities selling at a premium before the life of the option.

On January 4 this year No. 4 Yellow Corn sold at 8 1/2 under the May. The last crop was very uneven. So by the last of April No. 4 Yellow was selling at the May price and the No. 3 was taking 2 cents over.

Speculation makes hedging possible, the speculator carrying the risk. He performs the same duty as an insurance company. Without him there could be no futures markets and the farmer, shipper, terminal market miller, exporter and bank would have to carry the risk themselves. We know banks have no hesitation in loaning large sums of money on warehouse receipts when they know the grain is properly hedged.

From time to time politicians have tried to pass laws preventing short selling. From the hedging standpoint this would be disastrous and it would ruin the progress made in the grain business during the past 50 years. Short sales are not gambling transactions. Eventually every sale must be a purchase and delivery made. It is a contract to deliver a certain commodity at a certain price at a certain time. In effect it is a splendid and very valuable balance wheel.

Some politicians will tell you that you don't need options for protection, you can sell your grain daily on "to arrive" bids. Correct, but the "to arrive" bids are based on the options and without the options there would be no such bids except at 8 to 10 cents under spot values.

Free Storage: One of the practices that has developed in the country grain trade, regrettable because of the losses it has brought, is free storage. The elevator man is entitled to the same rate from the farmer as he is charged at terminal markets.

In handling stored grain it is best to ship out the actual grain and replace it with a purchase of an option at 3 or 4 cents higher than the cash was sold. In that option is the cost of carrying. Otherwise you are paying the carrying charge, instead of the farmer.

Those seeking to be successful in the grain business will find it necessary to keep a long and short account. Tho this takes only a few minutes a day it shows you just where you stand. On handling a commodity like grain on the narrow margins used you cannot afford to assume the risk.

In conclusion let me remind you to choose your option market carefully and analyse the conditions surrounding the options. Check the relations between the options and between your tributary markets. Remove your hedges on consigned grain as soon as the cash is sold and avoid speculation. If you are hedging for a carrying charge change your option month to the next month when the cash and the nearby option get together. Don't carry the hedge in the current month unless the cash will arrive before the 15th or 20th. Don't speculate, but always remember the speculator is the one who makes hedging possible and assumes the risk in handling grain.

Will Rogers was out looking over "conditions" in Ioway last week and wrote back that all of the streets of Des Moines, the capital of Ioway, were packed with farmers' automobiles waiting for relief.

H. J. Ruckrigel, Ottawa; Joseph Blair, Padua; Charles Shelby, Paxton; Henry Deininger and Hugh J. Gorman, Peotone; J. Kemp Carson and wife, Purdueville; J. H. Hennebury, Plainfield; Joe Eymann and John H. Heins, Pontiac; Fred C. Leach and wife, Rankin; A. G. Hill, L. E. McAtee, W. D. O'Neal and Elmer Swanstrom, Rantoul; J. C. Jones, Ridgfarm; John P. Russell, Roberts; Harry Emery, Rutland;

Emery R. Chase, St. Joseph; A. A. Meyer, Seatonville; M. J. Hogan and wife, Seneca; E. H. Dolder and wife, Serena; A. C. and Roy Minger, Spencer; M. W. Nelson, Steward; H. H. Bartells, H. A. and M. J. Stotler and wives and Mrs. Geo. McGrath, Streator; George E. West and wife, Thawville; M. C. Donnelly, Toluca; R. E. Jacobs, John B. Kidd and A. C. Willsbay, Triumph; O. A. Collins and wife and F. E. Rose and wife, Tuscola; George C. Dunaway, Utica; J. H. Schumacher, Verona; Leo Delany, Wapella; E. W. Jokisch, Warrensburg; E. J. Steele, Weedman; L. W. Railsback, Weldon; W. W. Lühring, Weston; R. W. Erdman, Williamsville; Willard Barclay and wife, Wing; L. R. Jeter and wife, Yorkville.



# Detailed Records Help Collection of Freight Claims

Address by W. S. Braudt, Pres. Freight Claims Bureau, before Illinois Grain Dealers Ass'n

In emphasizing that freight claim losses, large and small, amount to a large total annually, it is not intended to persuade you to file many claims indiscriminately, but to call your attention to the fact that many of the losses shown in red ink on the books are sustained in moving the grain over the railroad and that these red ink figures need not be there.

The causes of freight claim losses are known to you. You have a shortage in weight, a delay in transit on a declining market, a dockage in grade and price due to deterioration from delay in transit, or defective roof of a car letting water in on the grain, and last and not least the overcharge in weight or rate or both that crop up occasionally.

Claims from the first cause are most numerous, and others following in the order listed.

**Shortage** means one thing to you before you can recover for it, which one thing is that you must KNOW what you load at time of shipment. A record must be maintained (the more detailed the better as to number of drafts and weight of each draft) that you can testify to when necessary, and such record must stand inspection thru railroad freight claim investigation. Please let me repeat: THE MORE DETAILED THE RECORD, the better the evidence.

As shippers, we do not weigh enough of our grain that goes to the cars for shipment. In some cases it is lack of an outbound scale in the elevator. In other cases it is caused by not weighing into the car when we have the necessary loading out scale. Except in the instance of extremely light oats of twenty-two pounds or so which make it necessary to tie the hopper gates open and let the oats run thru without recording the weight, you stand to lose many dollars by not making and RECORDING your loading weight. It would be a "jolt" to you, as shippers, if I could submit to you a statement to show the number of cars of grain, not weighed in by shipper, that turn up at destination, or in transit, with defective, leaking car exceptions or lack of proper seal protection.

**Lack of an Outbound Scale.**—I wish I could get before you as clearly as possible my convictions, based on over twenty-five years' experience in freight claims work on both sides of the fence, shippers and carriers, for a real, crying need of a loading out scale in every elevator that ships over twenty-five cars per year. Aside from the protection afforded you when your weights are reported to you as short, a loading out scale is valuable to you for purpose of an occasional check against your wagon scale over which you pay for the grain you take in, and further as a check against what you are holding in your house. A scale that will weigh and deliver to the loading spout twelve hundred bushels and upwards per hour is a facility that will pay for itself in three to six years' time.

As earnestly as I know how, I am recommending the use of an outbound scale in your loading operations AND MAINTAINING A COMPLETE AND DETAILED RECORD of such loading weight results. If you do not have a loading out scale you will be money ahead to get one installed. Further, your scale hopper will deliver the grain to the loading spout, I hope, without any re-elevation. BE FURTHER PREPARED to testify that your loading spout is tight and free from leaks and that no diversion of the grain, once it has been weighed, can possibly occur. If you have a choke-up or a leak, mark your records of loading "uncertain" or "estimated," and repair the defect promptly.

It isn't a hard job to make this report in detail; lots of shippers do it. In fact, after several investigations, I alleged, in an article written for and published by the Grain Dealers Journal of March 10, 1927, that three minutes per day would consolidate all records necessary of any individual shipment.

**Delay in Transit.**—Another thing that is costing you a little money is delay in getting to market of your consignment bulk grain. Most of the trunk line grain carriers do not classify bulk grain as a "scheduled" commodity. It moves in the dead freight class. Any time you have new corn, or some other kind of perishable bulk grain, note your bill of lading "Perishable—subject to damage if delayed." This will provide necessary notice to carrier of necessity of expediting the movement. I am greatly interested in seeing that bulk grain gets continuous movement to destination. By that I mean that if it comes in tonight in the local, that it leaves without fail in time to make the next intermediate terminal the following night. Market conditions being anywhere near normal, it isn't necessary to make express train speed with bulk grain, except that which is perishable

or semi-perishable. Nevertheless bulk grain that is due on the second or third morning after shipment, should not be laid out and make the third, fourth or fifth morning's market. And a day of delay on a declining market will cost you plenty. There is no scientific basis of settling grain claims for decline in market value or for deterioration due to delay in transit, on a basis of so many miles per day, usually fifty miles for twenty-four hours. A certain well managed railroad among the heaviest of the trunk line grain carriers makes one hundred sixty miles in eight hours in fast freight extras. That's service. I am not advancing that as a basis for average movement by any means; simply mention it to show one reason for the utter lack of a scientific principle in the fifty miles per day basis of settlement. Grain movement MUST be in reasonable time. It is not asking too much to hold that reasonable time is from one intermediate terminal to another of a spread of one hundred miles between, particularly when the carriers are running extras, daily except Sunday (sometimes Sunday as well), in addition to at least two regularly scheduled freight runs.

You are entitled to the value of your grain on the destination market basis on the date your grain should have arrived, allowing reasonable time for transportation, including hazards, against the value of your grain on destination market basis on date consignee receives regulation notice of arrival. This is what you should get and should contend for if you do not get it.

**Dockage** may be due to deterioration from heating, after too long a time in transit, or from defective roof or sidings which allow water to reach the grain. If you are uncertain about the grade of grain you are loading, sample it yourself, test it and RECORD THE RESULT OF YOUR TEST. If the dockage is heavier than you believe it should be you have something to start your argument on to obtain remuneration from someone. A friend of mine, for whom I do all traffic and claim work, received some returns from a market three hundred miles distant, docking him ten cents on his corn. Naturally, as he had his own sample, he objected but the receivers stood firm on their dockage. Receivers had the official sample and the car had been unloaded, mixed and probably reshipped. After examination of shipping records and the returns I found the car overdue three days in arriving at destination. Three cents of the ten cent dock was proper under the terms of the contract sale. The other seven cents I recovered thru a legitimate freight claim. The shipper was remunerated and the destination receiver was exonerated from taking too heavy a dock on this corn.

**Overcharges** are a matter of tariff; both rate and weight. While the rates change frequently, I find very few straight overcharges.

**Inspection of Box Cars** before loading, in transit, and at the unloading sinks in the terminal markets. Box cars do get an inspection before loading; you see to that and if you can't make the cars tight you probably reject them; altho there is not so much of this rejection these days for box equipment is in much better condition. Make your grain door barricades solid and tight. A good job of car preparation has saved a lot of worry over a lot of claims that never had to be filed. You are familiar with the prior to loading inspection and preparation of the car, but you are not so well informed about the inspection in trains, in railroad intermediate terminal yards, and at terminal market destinations.

**Car Condition Reports.**—Arrival yard inspection as performed by the representatives of the Board of Trade of Chicago, is a thoro and systematic job of work and it can be depended upon as best evidence. This statement comes from personal experience and personal observation. Furthermore the record of this work is clear and maintained so it can be found readily, both inspection of physical condition of the box cars on arrival in outer yards, and after unloading at the different elevator sinks in the Chicago district. It is the best evidence obtainable and well worth the twenty-five cents you pay for it and you get an official certificate of the arrival yard conditions for the fee you pay.

The railroad intermediate terminal inspection isn't so positive nor is it anywhere near as available. The record is usually negative, by which I mean that in the absence of a notation in the car inspectors three by nine inch memorandum book, covering any particular car, it is reported that "no record of car being in bad order or leaking condition" or some similar report, as these cars are gone over in trains and records made of those only which show defects. That is a long way from the best evi-

dence for the railroad to withhold payment of a claim. Train conductors are under orders to put necessary notation in their train books or on their wheel reports of any exception to conditions to cars in their charge. That comprises the railroad "in transit" inspection. We are not concerned with it, vitally, when we can prove what we loaded; we can only hope that no exceptions to the car's physical condition escaped the car inspectors or the train conductor or his crew.

**Shortages under 300 Pounds.**—For two reasons I do not advocate the filing of claims for shortage in weight up to three hundred pounds, unless the returns you get from consignee or other sources, show plain evidence of defect in the car or the seal protection of the car. One reason is that there is a recognized percentage of one-eighth of one per cent for natural loss, supposedly evaporation and a few other "natural" causes. I won't argue about this allowance here, but will simply state that it is recognized on interstate movement and on most intrastate movements of bulk grain. Another cause is the scaling differences in the weighing of the same grain by two different scales. Another is the position the carriers take in regard to the so-called "clear record" shortage and still another reason we will have small over-runs against small under-runs. Taking all these factors into consideration we will be money ahead by not insisting on that under three hundred pounds shortages be recognized, with the exception I have mentioned.

These small freight claim losses of yours are worth attention; they are costing you money, but if you will maintain the kind of record I have outlined to you, at your end, as shippers, you can get remuneration for your losses. Your large losses, such as wrecked cars, heavy shortages from leaking equipment, badly delayed loads and unusually heavily docked damages, will get attention. But the small ones slide by. Freight claim detail is not any too interesting and possibly this is why my investigation indicates that less than 57% of the small claims are ever filed. A few minutes' record making, daily, will pay you well.

In a summary of this shortage question, it is one thing, so far as you, as shippers, are concerned. KNOW WHAT YOU LOAD and KEEP A RECORD OF IT and AS MUCH DETAIL AS POSSIBLE.

## Death of Louis Sowa, Scale Inspector.

His many friends in the grain business will regret to learn of the death of Louis C. Sowa, which occurred at St. Francis Hospital, Peoria, Ill., following a short illness. Death was due to pneumonia, which had been contracted a week previous.

He was born at Russell Gulch, Colo., in 1898, and with his family removed to Delavan, Ill., where they have since resided.

Since 1919 he has been the official scale inspector of the Illinois Grain Dealers Ass'n, and has been an active factor in building up a reputation for good weights from country shippers in the state. During this time he has also been a partner in the scale business with his brother, the firm being known as Sowa Bros., until it was changed two years ago to the Superior Scale Co.

He is survived by his brother, J. B. Sowa, and three sisters.



Louis Sowa, Delavan, Ill., Deceased.



### A Grain Laboratory Aspirator.

To eliminate much of the work incident to the hand picking of rice and other grain and flaxseed samples E. N. Bates of the U. S. Dept. of Agriculture has designed an aspirator which supplements the existing grading apparatus.

The aspirator is usually made of galvanized sheet iron. It occupies a space approximately 22 by 10 inches and is 28 inches high. The total weight of the device, including the motor, is about 25 pounds.

The aspirator illustrated herewith is composed of the following parts: Receiving hopper, feed-control mechanism, aspirating chamber, hopper for receiving the discharged coarse material, connecting passage from aspirating chamber to cyclone, cyclone separator, flexible cup for holding the light material discharged from the cyclone, suction fan and motor, valve in the connecting passage for controlling the velocity of the air, and the mounting or support for the entire apparatus.

The receiving hopper, which holds the material to be aspirated, has a volume of approximately 3 quarts dry measure, equivalent to about 5 pounds of wheat. The material to be aspirated flows into the aspirating chamber by gravity through an opening which is controlled by the feed valve at the lower end of the hopper.

The feed-control mechanism consists of a graduated eccentric dial, a J-shaped iron rod, a coiled spring, and a cone valve which also acts as a distributor for the material being aspirated. The adjustable part of the mechanism, the setting of which regulates the rate of flow of the material being aspirated, is conveniently mounted on the front of the outer cylinder which forms the receiving hopper and aspirating chamber. A small window for inspecting the rate of flow of material is also provided.

The funnel-shaped hopper, into which the aspirated material falls from the aspirating chamber, affords a means of collecting and directing this material into a receiving pan which must be placed under the outlet of the hopper before the feed valve is opened. On opposite sides of the cylindrical part of the hopper two sloping baffle plates are soldered, one above the other. The purpose of the baffles is to break the fall of the material and thus prevent spilling.

The lightweight particles, which are removed from the main stream of the material being aspirated, are carried by the air thru a short connecting passage which directs the material into the cyclone at a tangent to the inside cylindrical part of cyclone.

The air-control valve is shaped to fit the

outer surface of the cylindrical part of the cyclone, and slides around the cylinder, either opening or closing the air inlet to the cyclone, thus regulating the velocity of the air that is applied to the material being aspirated. A scale of quarter inches drawn on the upper valve guide indicates the relative opening of the valve.

The function of the cyclone is to separate the solid particles from the air. This is accomplished by centrifugal force and the action of a spiral fin which directs the particles downward into the cup, the air passing upward and out through the fan.

A tapered flexible cup receives the lightweight solid material that has been separated from the air in the cyclone. A metal collar tapered to fit the inside of the top of the cup is permanently attached to the lower part of the cyclone. When the cup is pressed on firmly the connection is not only strong enough to hold the cup in position, but is practically air-tight.

The suction fan and motor unit is of the small vertical-axis vacuum-sweeper type. Viewed from the above, the fan rotates in a clockwise direction.

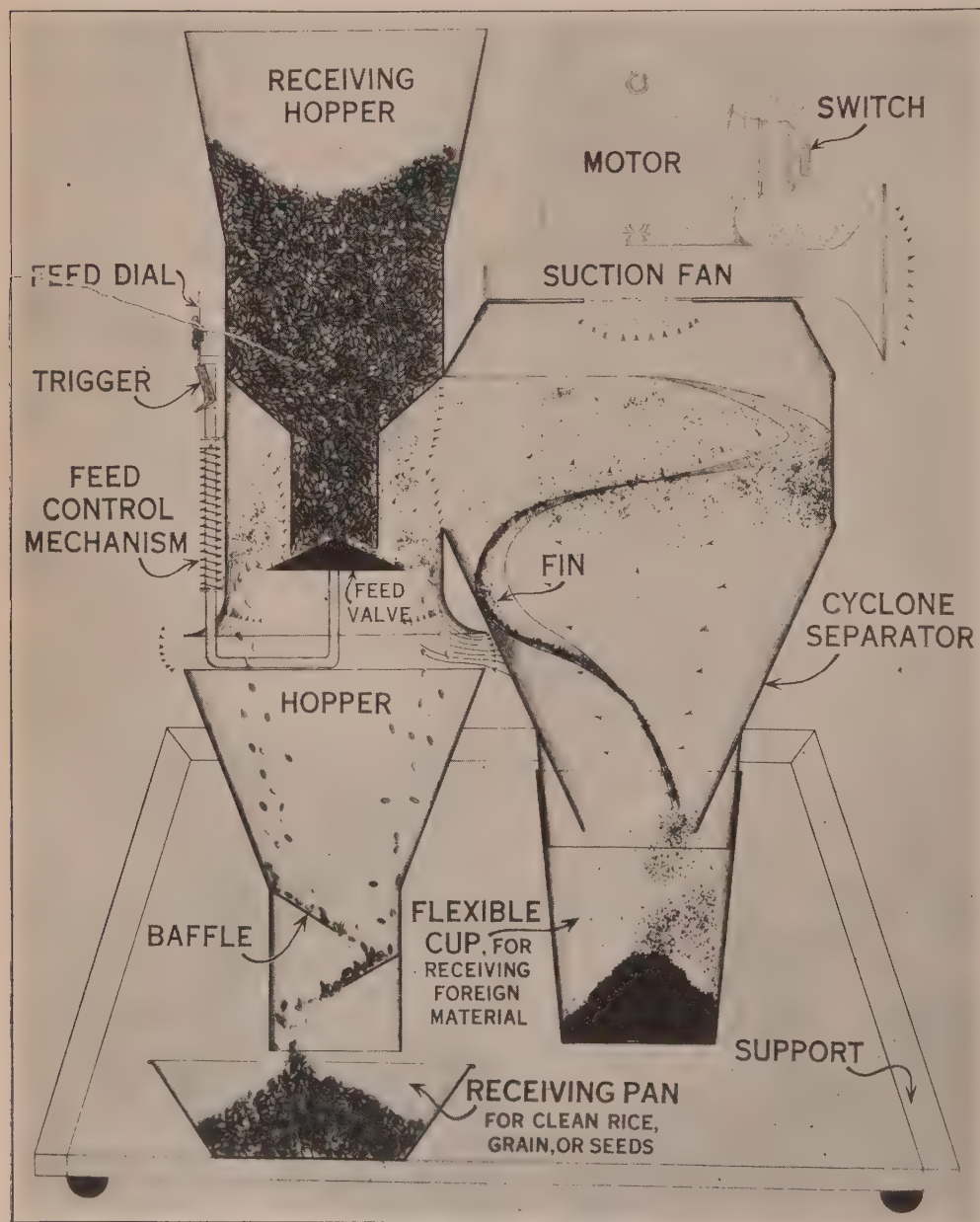
**Operation of the Aspirator.**—To operate the aspirator a weighed quantity of the grain, flaxseed or other material to be separated is placed in the receiving hopper with the feed valve closed. The air valve between the aspirating chamber and the cyclone is adjusted to give the proper suction and the motor is started. The feed valve is then opened enough to allow the material flowing over the cone-valve distributor to spread out over the entire surface of the cone in a thin sheet and flow over the circular edge of the base of the cone into the upward moving current of air. The controlled current of air, which is drawn through the aspirating chamber by the motor fan, rushes up through the thin sheet of material as it flows from the edge of the cone and carries with it the particles of material which are lighter in weight than the particles of material from which they are to be separated. The velocity of air required to do the most efficient work is obtained by adjusting the sliding air valve.

The grain, or flaxseed kernels, or any other materials which are too heavy to be lifted out by the air, drop into the discharge hopper where they collect and flow into the container which is placed beneath the opening of the discharge hopper.

The particles lifted out of the falling stream of material are carried with the air through the connecting passage into the cyclone collector. This material and the air enter the collector in a way which causes the air and solid particles to revolve rapidly inside the cyclone. The solid particles are thrown out against the inner surface of the cyclone collector upon which is attached a spiral fin. The action of the fin forces the rapidly revolving material downward through the lower outlet of the cyclone and into the cup below. The air, from which the particles of material have been separated, is drawn out of the cyclone by the fan. The two portions into which the original sample has now been divided are ready for weighing or for further analyses.

The aspirator may be applied to the grading of wheat in removing and classing as dockage the lightweight foreign material which is not removed from the samples by sieves or by any of the other devices commonly used for making the dockage determination. The material which can be removed by the aspirator usually consists of chaff, small pieces of straw and rachis, smut balls, pieces of smut balls, and smut spores. When left in the wheat sample, this material has a tendency to lower the grade of the wheat, because it reduces the test weight and because foreign material other than smut in dockage-free wheat is a grading factor.

Altho the aspirator has not as yet been approved as a supplemental device for determining dockage in connection with the grading of wheat, it will be useful in reducing the time and labor required to make a separation of



A Grain Laboratory Aspirator.



# Wagon Scales Not Suitable for Weighing Trucks

From an Address by H. H. Ingram before Western Grain Dealers Ass'n

foreign material other than dockage. In grading wheat, the factor "foreign material other than dockage" has in the past been determined by laboriously hand picking this material from a small, representative portion of the wheat sample. The aspirator not only reduces the labor but makes it possible to increase the accuracy of a foreign-material determination by using a larger sample for analysis.

For a thorough cleaning of most samples of wheat grown on the Pacific coast the aspirator, when used in addition to the Emerson kicker and hand sieves, gives almost a complete separation of foreign material. The aspirator takes from the wheat those lightweight particles which, because of their size and shape, can not be separated from the wheat by means of sieves or the kicker.

As a test, the two machines, the aspirator and the kicker, were used separately and were then used together on a set of 21 samples of wheat grown on the Pacific coast, in which the total foreign material ranged from 1.5 to 24.1 per cent, and averaged 7.75 per cent. When used alone the aspirator removed an average of 82.4 per cent of the total foreign material from the samples; the Emerson kicker, when used alone on the same set of samples, removed an average of 80.3 per cent of the total foreign material.

The two machines, used in combination, removed an average of 97.7 per cent of the total foreign material regardless of whether the aspirator or kicker was used first in the operation.

When the two machines are used in combination it is often desirable to use the Emerson kicker first for removing such materials as long straws, seed pods, and thistle tops, for this allows the material to flow more evenly thru the aspirator-feed opening.

Russian winter wheat acreage this year is fully equal to the pre-war acreage, and perhaps even slightly exceeds it, according to figures supplied by the Russian government to the International Institute of Agriculture, Rome, Italy. The winter wheat acreage is over 700,000 acres larger than last year, and almost double the corresponding acreage 5 years ago. Whether or not Russia's total wheat acreage will show an increase this year will depend largely on weather conditions this spring.

The ancient Egyptians undoubtedly are responsible for the first piece of weighing equipment known to mankind, designed in an even arm lever. I do not know what they had to weigh, not a great deal in those days, but it answered their purpose and it was an idea handed down to future generations on which to build the finest weighing machines known to engineering ability.

We are living in an age of evolution. Your grandfather used a team of oxen; your father a team and wagon; and you an automobile, and as we glance behind us we see the mighty motor trucks moving the commerce of the world over one of the finest highway systems engineering ingenuity can design. You can imagine what has taken place in the evolution from the even arm balance to the scale of today for the weighing of these mighty motor trucks.

In my twenty-five years of experience in the scale business I have just followed this line of evolution from the 3- to the 4-, 5-, 6-, 8-, and 10-ton scales, and so ever onward we go.

As grain buyers, have you men forgotten to keep abreast with the times with your weighing equipment? I wonder, have you forgotten what your scale means to you? Did you ever stop to think it weighs out your money? It's the medium over which you say how much money you will pay a man for the product he delivers to your door. As a rule, they pay for some grain they do not get.

As proof of this statement I have found grain men operating a 4- or 5-ton scale that had been in use twenty to thirty-five years and had never been overhauled or refitted in a scale shop. I would be almost safe in saying that it had never been cleaned out. I mean by this the pit cleaned out and the scale gone over and cleaned up as it should be twice a year. I have found those men overpaying on a load of wheat or corn anywhere from 100 to 150 pounds.

Some motor truck concerns build a truck with 220-in. wheel base, rate it  $2\frac{1}{2}$  ton capacity, guaranteed for 100% overload. The truck weighs 9,600 pounds. With a capacity load of 10,000 pounds it would have a total weight, truck and load, of 19,600 pounds. With 90% of the weight of the truck and the load on the rear axle it would have a rear axle loading of 17,640 pounds.

Another manufacturer of motor trucks with 154-in. to 200-in. wheel base, rated as 5-ton capacity, total load and weight of truck 27,500 pounds, 90% of the load and weight of truck on the rear axle, 24,750 pounds rear axle loading. Could you imagine a man attempting to weigh this truck on the ordinary wagon scale? I have

seen men attempting to weigh them, possibly not as large a load as mentioned, by weighing half the truck at one time. I know you would not consider that good business.

Scales designed for weighing wagons are not satisfactory for weighing trucks. First, we will call these direct bearing type of scales. As the truck approaches the platform of the scale it has a driving tendency on the platform and it pushes it forward as it approaches, and drives it back as it leaves, hence it is constantly changing the lever system of the scale from one position to another, which makes correct weighing almost impossible over that type of scale. I have seen large trucks approach the platform of the scale and on leaving, when the power of that truck was applied to the load under the rear axle, it would lift the planks from the platform when they had spikes in them 6 to 8 inches long. From this you will be able to imagine what happens to the working parts of a scale when the truck approaches or leaves it. In the days of the wagon, if a man had come driving in on your scale, going ten or twelve miles an hour, you would have run out and told him he was crazy for driving at such a speed, but today they come in with a motor truck fifteen or twenty miles an hour and apply the brakes, sliding half way across the scale. We do not think anything about this because the truck is the common mode of transportation. The only type of scale that will stand up under the class of weighing known as motor truck is a suspended platform scale, carrying the load below the pivot line in the levers by suspension, so that the driving of the platform forward and back, the scale will constantly come back to its original position. On this type of scale the lever system is not constantly moved as in the direct bearing type.

These principles have been investigated by the largest railroads, and the American Railway Ass'n long ago passed the time where they approve the installation of anything but suspended bearing railroad scales. Always keep in mind when buying weighing equipment it should be the best, and the price should not be a consideration.

I would recommend in this territory a 15-ton, 18x9 platform, of the suspended bearing type, as against a 10-ton, 16x8. In some cases I would recommend even larger scales, and it will be well to remember that there are no 10-ton motor truck scales built by reputable manufacturers with a longer platform than 16 feet. There are some wagon scales built, but no motor truck scales. The cost of installation on the 15-ton over the 10 is so small that it is hardly worth considering when you are making improvements of better weighing equipment.

On installing the scale, one should put in an entirely new foundation; he should make the pit deep enough so that it is possible to get into it and clean out any dirt or rubbish. He should adopt a plan of cleaning out the pit twice a year, once in the fall and once in the spring.

As the cold weather comes on, inquiries come in every year from the rural districts, stating that their scales will not work. The reason for this is, dirt has piled up under the levers, and as it freezes it expands and gets up against the levers of the scale. To avoid this difficulty I would suggest that in setting a new scale, across the end of the scale and over the center section, there be placed a 30" piece of galvanized iron, laid over the I-beams and beneath the floor. You will be surprised at what a protection this will be to your scale; it will shed the water off the bearings; it will keep the dirt away from the scale, and it will be the best piece of money you can spend for the upkeep of your scale.

In making the installation, if it is possible, drain the pit. This should be done because all of the water which falls on the platform will naturally go through the floor into the pit. The foundation of the scale should be raised at least 4" above the surrounding ground so the water will drain away. Once the pit becomes damp and wet it has a tendency to rust the bearings of the scale, eat up the steel and cause great depreciation of that machine over which you are going to weigh your money.

It is not possible to exaggerate the importance of weighing operations in industrial plants which handle high-priced commodities such as a grain elevator. I was in an elevator recently and saw a man come in with a truck load of wheat for which he received \$180. According to the price, this must have been about 2c a pound. If he overweighed that load 100 pounds he lost \$2, and if he weighed forty loads he lost \$80, and if he operated that way for six days he lost \$480.

Here is a point to remember, all of this loss

## BURYING THE CORN BORER



Putting the European corn borer six inches under. Plowing like this doesn't kill the borer directly, but when the insect crawls to the surface again, it can find no board and room. Birds and starvation do the rest.



# Why We Have Incompetent Inspectors

Address by Wm. H. McDonald, Federal Grain Supervisor, Chicago,  
Before Illinois Grain Dealers Ass'n

to you comes directly out of your profits. As I understand it, the grain business does not carry the percentage of profit that it did in days gone by, hence the reason for keeping your weighing equipment to the highest point of efficiency.

**Scale Testing and Inspection:** There is now operating throughout the country scale test and inspection trucks carrying sufficient weights to make a fair and reliable test on your scale and advise you of the condition. The money you spend for this service will be returned to you manyfold. There seems to be a general impression throughout the country that scales can be tested with a small amount of weights. This is entirely misleading. A scale may weigh all right at 2,000 pounds, and be wrong at 3,000 or 4,000, or as the load increases the error becomes greater, hence the advisability of having your scale tested and inspected by reputable concerns, that you may know they are right.

We forget the intricate lever system that lies beneath the platform of the scale. We know it is a machine that people drive over, we see the beam operate in the office, and we take it for granted it is right. We forget that lying beneath the platform is a system of levers which multiply as the load is applied on them, and if there is error in these levers it is multiplied many times, and would amount to an enormous error by the time it reached the beam, losing a great percentage of the profits in that particular deal.

**Repairing and Overhauling Scales:** There is a general impression that the pivots of a scale can be replaced in the field. I mention this for the reason that I have so many inquiries, almost daily, asking us to send out the pivots, or pins as they are sometimes called. In the first place, these parts cannot be put in in the field by an inexperienced scale mechanic, for the reason that he does not have the sealing equipment necessary to make such repairs. It would be out of the question for a machinist or a blacksmith to do this work without ruining the multiple in the lever, the range in the lever, and having the scale wholly wrong. Bear this in mind, it will save you a great many dollars. There are in the country today up-to-date scale repair shops in position to repair old scales; so far as the looks of the beam and the levers are concerned, they look like new. I do not think that this work can always be guaranteed, for in most cases these scales today are weighing trucks, and while a scale might be repaired and be in first-class condition, it does not mean it would weigh trucks correctly. More money is lost this way than in any other. It should not be considered because a scale will stand up and hold up a certain load, that it will weigh that load and weigh it correctly, for in most cases it will not if the scale is too light or is overloaded by concentrated load on the rear axle. The manufacturer did not build the scale for that load, hence you cannot expect it to function under overload such as it would receive by weighing a motor truck.

I would not advise any grain dealer to put much money into repairing 4-, 5-, or 6-ton scales. I think he should spend his money for a new installation. His customers would have a great deal more confidence in his scales and he would be able to handle efficiently the larger loads which come his way.

## Insurance Notes

**The Millers' National Insurance Co.** is doubling its quarters in the Insurance Exchange Building, Chicago. The enlarged space will facilitate handling their rapidly increasing business.

## Who Pays for Fires?

The general public, of course. It pays for everything. When fires occur, whether on your property or someone's else, these fires increase the cost of doing business and of all the necessities of life—either directly or indirectly.—*Yours Mutually.*

The grain business has changed. Side-lines are necessary in most elevators. The progressive dealer has seen opportunity in diversification and has become of greater influence in his community thru development of his ability to serve it.

**A "Four-State Wheat Pool"** with headquarters at Aberdeen, S. Dak., was urged at a meeting there on March 24. The plan is one of the most ambitious ever undertaken, and provides for combining the wheat growers of Montana, North Dakota, Minnesota and South Dakota. It was pointed out that the territory to be included in the proposed joint-pool is the richest wheat producing area in the Nation.

During the past year I was privileged to discuss the grading of grain with many of you at group meetings held thruout the State. I have obtained much helpful information from the meetings I attended, and you undoubtedly received information that has been helpful in your business.

My subject today is grain grading under the United States Grain Standards Act. I will not enter into a detailed discussion of the grading such as I gave at the group meetings. I choose to discuss the grading of grain in a general way.

**Inspection is Not Federal.**—At the outset I wish to state that we do not have federal inspection. There appears to be a misconception as to the grading of grain under the present system. Frequently the grading of the grain is referred to as federal inspection, which, of course, is not correct. The standards are established by the federal government by supervision of the grading which is as follows:

**Organization of Supervision.**—District offices have been established in the principal grain marketing centers. At General Field Headquarters, the Board of Review and the Efficiency Department are located, two very important branches of supervision. The personnel of the Board of Review is comprised of four practical grain men who give all of their time to the reviewing of samples submitted from district offices and to the entertaining of Board of Appeals. The fact that they are located at Chicago enables them to render the service with the least possible delay. From the samples submitted, General Field Headquarters has a daily check as to the grading of grain at various markets, and if the market is out of line with the Department's interpretations the Inspection Efficiency project of General Field Headquarters immediately conveys to the district office the findings of the Board of Review.

**Why We Have Incompetent Inspectors in Some Markets.**—The Act requires that the Secretary of Agriculture shall issue licenses to inspectors who have been so designated by the regular State organized grain inspection departments. All other inspectors have to pass an examination to determine their qualifications. This, therefore, explains why we have incompetent inspectors in some of the markets. It is regretted that the qualifications for inspectors in every instance are not confined to the practical knowledge of grain grading when help is employed for the various inspection departments. In some instances the knowledge of grain grading is not considered, the political position occupied in their respective community being first considered.

The Act makes provision that interested parties may appeal from the licensed inspector's grade to the Secretary of Agriculture thru his agent, thereby establishing the true grade of the grain. Undoubtedly the appeal privilege was intended to be used only in rare instances where the interpretation of factors that enter into the grading of grain was involved. The appeal conveyed information to guide the licensed inspector and the trade in their operations.

**Federal Appeal.**—The demand for the appeal service has increased to the extent that federal appeal has developed into final inspection in some of our markets. This service is not prompted entirely to the misgrading on the part of the licensed inspectors, but rather due to the trade finding it more satisfactory to make their purchases and sales on final grade, avoiding disputes as to the quality of the grain when it has reached its destination. Disputes were numerous prior to the establishment of the federal standards.

**Deliveries on Futures Must Be Up to Grade.**—The price of grain is based on the contract market. Supply and demand control same. We find that cash grain either sells at a premium or a discount on the option market. We have a good illustration of the supply and demand influence on market prices at this time since soft red winter wheat is commanding a premium of 50c per bushel. This, of course, is due to the supply being exhausted. The fact that the future market is the basis of prices, it is vital to the interest of cash grain that the quality of grain delivered on the future market be of such quality that it can be used for all purposes. I know of no part of our marketing system that is more important than our standards are in holding up the basic prices, whereby the surplus grain can be carried in our elevators and delivered at a future date with the assurance to those that will take delivery that the quality will be desirable for all purposes.

Those who take delivery do so on the basis of the milling quality on contract grade. The

Chicago Board of Trade gave this phase of the marketing special attention during the past few years. Federal appeal is final on all grade delivered on future contract. Their efforts have done much to establish a higher basis for cash grain and is reflected back to the producers.

**Chicago Contract Wheat of Milling Quality.**—Milling analysis of wheat delivered on contract from the Chicago market has indicated a quality satisfactory for milling purposes. Some of the markets have refused to grant federal appeal to those taking deliveries on future contract. The quality of wheat delivered indicates their reason for their exclusion of the appeal privilege, the wheat being below the grain requirements, or right on the line for some of the factors that are an index to flour yield, such as test weight and damaged grain.

**The 1927 crop of corn** from certain sections of the country was very difficult to grade properly, due to late maturity that resulted in a high moisture content, deterioration taking place very rapidly. We find that the corn now being marketed is graded on the factor of total damage. We sometimes receive complaints that the standards should permit larger limits of damage. From such complaints the Department is prompted to more closely observe what is required by the grain trade in their transactions. We observe that the trade are writing into their contracts specifications which are more stringent than the standards, thus indicating the demand of standards to have definite limits as to the sound grain and impurities.

There is considerable corn sold as grade No. 3 with a moisture limit not to exceed 16% 1½% less than the maximum per cent of moisture permitted in grade No. 3. Frequently contracts specify a lower percentage of damage and foreign material than is permitted in the grade. If you will deduct the moisture content, damaged grain, and foreign material permitted in grade No. 3, you will find there is but 72.2% of sound and dry material present, whereas in No. 6 corn, figured on the same basis, there is 52.0% of sound and dry material present for the minimum quality for that grade.

**Simple Tests Necessary in Grading.**—It is true that we have grain improperly graded under the present system, which is not due to our standards, but due to inspectors improperly applying the standards, failing to assume the responsibility charged to them. In order to determine the quality of a given lot of grain it is necessary that certain definite tests be made, all of which are simple and can be applied by any practical grain man who will give careful consideration to following out the standards as they have been established.

**The licensed inspector** has a responsibility that he must assume, if we are to place the producers of grain in the most favorable position to receive the value he is entitled to, since it is recognized that we produce the desired quality of grain for all purposes, and, from my observation, our present system of grain grading, with the uniform set of standards for the entire country, has placed our surplus grains on the world market in a more favorable position than our competitors who have failed to develop a definite system of grading.

**Lack of Uniformity in Other Countries.**—I wish to invite your attention to a complaint published in one of our daily papers of recent date which reads as follows, this article coming from the Associated Press from Winnipeg on March 15, 1928:

"We are paying a shilling and a quarter more for No. 4 shipped from Vancouver than we are for No. 4 via the Atlantic Coast, and find the western route wheat even worth more, and it is of superior quality." This is the substance of a letter published here from William Smith, director of all milling operations of the Scottish Co-operative Wholesale Society. He makes other serious strictures on mixing in Canada, and asserts that the deterioration of Canadian wheat has become so serious that a memorandum has been sent by the United Kingdom millers direct to Premier King. He thinks unless there is an improvement, the grading of the certificates dominion will have to be ignored, and Canadian wheat sold on average quality as is done from other countries."

This article would indicate that quality is the outstanding consideration in our foreign markets. As we produce wheat highly desirable for all purposes, our surplus grain should find a ready market, if we maintain a quality that is satisfactory, and this can be accomplished only by maintaining a standard that is definite and applied with a degree of accuracy that will create confidence in the buyer.



# Western Grain Dealers Grab Strangle Hold on Troubles

Nearly 300 delegates to the 28th annual convention of the Western Grain Dealers Ass'n gathered at the Martin hotel, Sioux City, on May 1 and 2, in spite of a rise in the market the day before that kept many of them rushed with deliveries of corn and forced cancellation of a large number of intentions to attend. The weather man raised the mercury to summer heat and many seized this opportunity to doff their vests and contemplate the advisability of a run on straw hats.

## Tuesday Morning Session.

The first session opened in the ballroom of the hotel Tuesday morning with Pres. Clifford C. Belz of Conrad in the chair.

MAYOR RHUFF welcomed the visitors, saying:

### Welcome.

It gives me great pleasure to welcome you. I was able to get an audience with the weather man and he says he is going to favor us during your stay. This will give you an excellent opportunity to see our city. If any are without cars we will be glad to supply them for a drive.

I don't want to say much about grain, feeling you folks know a lot more about it than I, but it might be well to remark we have a lot of bad corn here in Sioux City. At least that is what our chemist says.

Statistics record Sioux City territory as having 10,000,000 acres devoted to raising 107,000,000 bus. of corn, 2,250,000 acres raising 32,000,000 bus. of wheat, 5,500,000 acres producing about 195,000,000 bus. of oats, 782,000 acres growing 21,000,000 bus. of barley, and 268,000 acres that make 3,500,000 bus. of rye. We think that is pretty good and it shows that you folks have chosen a real grain market for your convention.

C. C. FLANLEY, pres. of the Sioux City Grain Exchange, welcomed the delegates in the name of the Exchange.

The Sioux City Grain Exchange offers its warmest welcome and hopes you will come over and visit with us in our new building. For the information of those who haven't been there before, it is the Warnocke building at 7th and Douglas streets.

We are glad to find so many of the ladies present. The entertainment com'tee has arranged a program for them and our ladies are glad to help them enjoy themselves.

PRES. BELZ made his annual address, saying:

### Pres. Belz Annual Address.

We are pleased to recall that the year just passed has been one of harmony and progress in Ass'n affairs. This has been accomplished principally thru the untiring efforts and enthusiasm of the Ass'n officers and field men, aided by the willingness of the membership to jump in and help out whenever asked or needed.

Sectional meetings have been sponsored at various times and called at strategic points thruout the state. These local "pep" meetings have done a world of good in promoting harmony and good fellowship in the country grain trade, and in some instances have smoothed out bitter differences between competitors. Local meetings are proving a "feeder" for the parent organization and are awakening an interest in the need of a state-wide ass'n such as is offered in the Western Grain Dealers.

During the years following the World War this country experienced a commercial and financial depression that proved almost fatal to certain established traditions and customs. These same conditions have gradually changed the position of the country grain shipper in the community where he lives and conducts his business. His advice and counsel is now sought in matters pertaining to financial and economic affairs, and he is assuming a civic importance equal to the local banker, doctor, or lawyer. This influence adds a moral responsibility to the character and integrity of every grain dealer, which should be cultivated and kept above reproach.

We rejoice that the moral, financial and intellectual status of the trade as a whole is so high. No business under the sun is conducted in such volume and on such small margins, where so often the only binding contract is a question of personal honor and the desire to live and let live under the precepts of the Golden Rule. May this ever prevail, and may we help one another to see that it does prevail!

**Fires:** Elevator fires are becoming altogether too numerous, and owners should take every precaution to see that such a catastrophe does not occur in his plant. More than one-half of the grain elevator fires listed each year are laid to unknown causes, so if our properties are to be immune from this menace we must not only adopt methods to correct all known hazards, but also provide sufficient protection in easily-reached places around the work floor and in the cupola.

A clean motor is one of the best insurance policies. When dust and oil is allowed to accumulate around or in a motor it is almost certain to cause a blaze. An occasional inspection trip on the part of the owner to see that shafting is operating freely and properly, that all belting is running free and in the clear, and that all bearings are sufficiently and properly lubricated, will be time well spent. Do not leave it to an employee, it is vital enough for your own attention.

**Freight Rates:** The excessively high rail freight rates on grain have stood unchanged the past year, and with very little agitation for their correction from any source. We venture the prediction that they will stay there until the railroads are relieved of the necessity of paying excessive wages. The railroads are a necessity in the grain business, and conversely they need the revenue derived from the grain trade, but it is extremely foolish to rail about the high rates when they are absolutely necessary to keep the carriers out of bankruptcy.

**Internal Waterways:** It has been proven that transportation by water is much cheaper than by rail or motor truck. The state of Iowa is bounded on the east by an internal waterway that should be improved by the government until a direct outlet for export would be provided. If terminal elevators were erected along this course, and an increased and efficient shipping service assured, the consuming centers would be brought correspondingly nearer the various points of production. The saving in transportation charges alone, under such an innovation, would automatically result in proportionately higher prices to the producer, and would prove a substantial factor in the relief of agriculture in this territory. Our legislators can well turn their attention to such problems rather than the proposed Boulder Dam bill, which seeks to increase the acreage under irrigation that would add to the surplus grain crops alleged to be the cause of the farmers' trouble, or the McNary-Haugen bill, which proposes to relieve this condition. Please consider the irony of such legislation! One bunch proposes to spend hundreds of millions of dollars to increase the surplus crops which another bunch offers to export at the cost of the domestic consumer.

**Side Lines:** There has been a gradual decrease in the volume of business of the country grain shipper until it is imperative to add side lines in order to maintain livable profits. The average country elevator does not ship more than 50% of the number of cars of grain that it did 20 years ago, and yet overhead charges, such as labor, interest, taxes, etc., are higher. This condition has evolved from increased local dairying and live stock feeding which is highly beneficial to the farmer, but has acted as a boomerang to the grain merchant.

Many operators are adding feed grinding units to their plants in order to help out with

the profits. Most elevators can be equipped with grinders and operated by the regular elevator man at very little additional cost of labor and overhead expense. The profits derived are in reality all "velvet."

**Seeds:** Another profitable side line is seeds. Good seed, tested seed is very vital to the farmer and indirectly to the grain man. Each dealer owes it to himself and to his community to boost and handle good seed.

About twenty years ago we decided to handle grass seed as a side line to our elevator in Conrad. We started on a very small scale and did considerable experimenting as we went along.

However, we soon discovered that it paid us best to handle only the best seeds obtainable. Even now we maintain the practice of sampling every bag received and sending this sample to the Botanical Department of the Iowa State Agricultural College at Ames for its purity analysis and germination test. Thus we have built up a reputation for the seeds we offer that overcomes the price-cutting factor. We circularize our trade early in the spring advising the condition of the seed market as we see it and advise early buying if we really consider it best for the interest of our prospective customer. Usually a small sample of medium red clover is enclosed in this letter which we have found to be a wonderful business getter.

Any home grown clover or timothy seed that we are able to buy in the fall is held until spring and when thoroughly re-cleaned is our best seller. With the exception of two years this procedure has always proven highly profitable.

We think the grass seed side line can be made the most lucrative of any that is convenient for an elevator operator to handle. Offer only the best seed obtainable, assure yourself that it contains no noxious weeds, ask only a fair margin of profit and we are convinced that you will be well pleased with the results.

**Radical Legislation:** It seems to be the popular fad of our law makers to flatter the opinions of their constituency at home, and blindly vote to please the whims of the following that elected them to office. This desire to play the political game has resulted in a deluge of impractical and uneconomic bills in Congress.

It is time the substantial citizens at home write or telegraph their representatives in Congress vigorously protesting against this wasteful consideration of radical legislation. The commercial interests of this country will continue to expand and prosper if the government will cease its meddling with the established routine of trade.

This vicious legislation will not help any class or industry. The best that can be said for it would be that it might create another bureau and furnish some more high-salaried positions in a country already too bureaucratic!

**McNary-Haugen Bill:** At the present moment Congress is amusing itself and fooling its constituency in the country with the second act of the political farce known as the McNary-Haugen Bill. Doubtless this political football will be kept in play until Referee Coolidge blows the whistle on the second quarter with his Presidential veto!

We admit there is a farm problem, and that agriculture is entitled to some relief. But name us any industry under the sun that doesn't have its own problems to solve and overcome in its own way! The interests of the farmer are so many and so diversified that any measure which might prove beneficial to one might prove detrimental to many others. Frankly, we do not believe legislation will ever prove the helpful panacea. Each individual must work out his own salvation.

Personally we are absolutely opposed to the principles incorporated in the McNary-Haugen

## Officers and Directors Western Grain Dealers Ass'n, 1928-29.



Left to right, C. A. Davis, Cedar Rapids, Director; Geo. Moulton, Fonda, Director; E. M. Galbraith, Newell, Director; Clifford C. Belz, Conrad, President; John F. Mueller, Calamus, Director; D. O. Milligan, Des Moines, Secretary.



Bill, yet we hope it will be enacted into a law by Congress in order to prove at once, and for all time, its utter uselessness for the purposes for which it was ostensibly created. The public will never be satisfied until it has been tried out.

**The Caraway Bill:** In this connection we call your particular attention to the Caraway Bill, S. 1093, entitled "A Bill to Prevent the Sale of Cotton and Grain in Future Markets," which the Senate Com'ite on Agriculture and Forestry at Washington reported out on March 3rd. Its purpose is to prohibit the transmission of any message in any form offering to buy or sell grain or cotton without the expectation that the grain or cotton under question shall be actually delivered under the terms of the contract.

Senator Caraway, the author of the bill, says the intention of the proposed measure is to regulate the short selling of farm products, such as grain and cotton, but does not prevent future selling when the person who sells either has, or has a reasonable right to expect that he will have, the commodity that he sells. Proponents of the bill claim there is nothing in it to interfere with legitimate hedging, but that its prime purpose is to prevent the short selling of grain or cotton that is not intended to be delivered!

Now let us analyze this proposed legislation. If the so-called "speculator" be eliminated from the market who in the name of common sense would be left to buy the legitimate hedge when offered! Every grain man present knows that if it were not for the speculator being prepared at all times to purchase the futures from those desiring to make hedging sales, and likewise to make the sales of the futures to those desiring to make hedging purchases, the futures market would soon become so narrow that it would cease to function.

There is no doubt in our minds that if this bill should be enacted it would destroy the present organized marketing machinery and catapult the grain trade into a state of chaos. It is useless to suggest that futures markets can continue to operate limited to hedging sales and purchases. It would close every futures market in this country, yet it provides no substitute for our existing facilities. Any destruction of the grain and cotton futures markets would wipe out the hedging facilities of producer, grain dealer and terminal elevator man.

We wish to thank all the officers and members of the Western Grain Dealers Ass'n for their loyalty and support during our term as your pres. We have no apologies to offer—we have given you the best we had. We also deeply appreciate and commend the zeal and enthusiasm of our secretary, Mr. D. O. Milligan, who has worked so faithfully for the growth of our organization. Only by keeping everlastingly at it may we hope to live and prosper.

We commend President Coolidge in his administration and his common sense attitude toward industrial affairs. We deplore the recent rampage in wild-cat speculation in stocks and bonds which can produce no economic good. But we still have faith in our friends, in our schools, in our religion, in our business, and in the future of the good old U. S. A.

SECY D. O. MILLIGAN made his annual report as Sec'y-Treas. He said:

#### Secretary Milligan's Annual Report.

This is the 28th Annual Convention of the Western Grain Dealers Ass'n and this is the third annual report that I have been privileged to make as secretary.

**A Period of Reorganization:** The past fiscal year has been a very interesting period to be the secretary of such an organization as many interesting changes have developed in the grain trade during that time. It seems that the whole market structure has been changed, starting with the handling of the grain at the local elevator, on through the various phases of the marketing, ending with the final disposition of the grain. I did not fully realize the number of changes that had taken place in this middle Western territory until the information developed through the comparison of the Directory of Grain Dealers of 1928 with that of 1927.

**Fewer Elevators:** A large number of grain elevators have been closed or dismantled on account of the small volume of grain handled at the different stations. Of the many elevators that burned in Iowa and the other mid-western states, only a small percentage were replaced by new buildings. At a number of stations where formerly several elevators were operated the number has been reduced to one or two by the purchase of the competitor's elevator by the other dealers. This movement is economical and in a measure spells the solution of the problem of profitable handling of reduced amounts of grain at the various stations.

The condition noted naturally brings up the question, "What is the cause of the number of failures that have occurred in the grain business during the past year?"

**Cause of Failures.**—The first cause is naturally the large reduction in the amount of grain handled at the various stations. Several years

ago we did not regard an elevator as profitable unless it handled at least 300,000 bus. of grain a year. However, at this time a station handling 200,000 bus. is considered a good station, which indicates the change in attitude toward volume which is coincident with the changed conditions. Feeding has become a stiff competitor of the grain elevators and it seems that every community in this territory is fast becoming a feeding community rather than a surplus grain community.

**Wider Margin for Smaller Volume.**—Another reason for the number of failures which have occurred is the intense competition which is so common between the dealers and, which in the main, has been caused by the reduction in volume of grain handled. It seems that the grain dealers are attempting to secure the former volume of grain handled by bidding up above what the market will actually warrant bidding. Instead of this condition, the dealers should be increasing their margin for handling grain as they cannot handle a smaller volume as cheaply as they could the former larger volume. We have cases called to our attention where dealers are allowing themselves even less than a cent a bushel for handling grain, which, of course, is absolutely ridiculous. Margins must be increased with smaller volume rather than decreased.

**Free storage of grain** is a third reason for the number of failures and we have had some very glaring examples of the result of this business evil. Every grain merchant should remember that we do not have an example of a grain dealer handling storage for grain free of charge, who did not eventually fail.

**Local Meetings.**—In order to combat the different causes which have resulted in these failures, the Ass'n has been holding a large number of meetings thruout the state the last year, along the line of an educational program. It has been the attempt to bring out the causes of the different failures thruout the state so that the dealers might plan to rearrange their program so that they could handle grain on a profitable basis. It is particularly encouraging to note the results and the general interest that has been shown in these meetings. The discussions that developed from the presentation of the different matters have brought out some very interesting facts. The Ass'n intends to continue the program of local meetings during 1928-29, and intends that we shall hold meetings in territories which have not yet been touched or included to date.

The Exchange and the com'ites appointed by President Flanley have been exceptionally active in the arrangement of the convention program and entertainment. It has been a pleasure for the secretary to work with this Exchange for the convention and I wish to take this opportunity of thanking that group for their very hearty co-operation.

The coming year, 1928-29, presents a very bright future for the Ass'n as we are having wonderful success in interesting new members to join the Ass'n. We find that the farmer elevators of the state are showing an increased amount of interest in our work and they have found that the Ass'n covers all branches of the grain trade, including the farmer elevator trade. It appears that an organization repre-

senting all members of that particular trade can do more for the benefit of all dealers than can a group which is merely representing one phase of the competition. The contact which is brought about by the Ass'n meetings and conventions of each group in the grain business is of lasting benefit to each individual.

Several arbitration cases have been handled the past year for the benefit of members. Also a number of claims have been handled by the secretary that have been satisfactorily handled without the necessity of going to the Arbitration Com'ite.

**The Legislative Com'ite** has had a very light year as the State Legislature was not in session. However, the coming year will be undoubtedly an exceedingly active year for that com'ite and the secretary.

The national legislation is handled in conjunction with the National Ass'n and the indications so far this year are encouraging but are not positive assurance that the final result will be what we desire.

The two new proposed bills before the U. S. Congress at the present time in regard to the grain trade and sponsored by the trade will be discussed during this convention.

First: The bill proposed by the Special Com'ite of the Chicago Board of Trade in regard to changing the grading of oats especially as to the allowable percentage of pin and cereal oats deliverable on future contracts.

Second: A bill proposed by the members of the Kansas grain trade in regard to the status of bank drafts in case of the failure of the collecting bank.

The following com'ites were appointed:

**RESOLUTIONS:** E. A. Fields, Sioux City, chairman; John Miller, Calamus; John Coverdale, Cedar Rapids.

**AUDITING:** Geo. Moulton, Fonda, chairman; James Hale, Collins; L. W. Miller, Coon Rapids.

**NOMINATING:** B. O. Holmquist, Omaha, chairman; E. H. Tiedeman, Fonda; A. B. Traeder, Odebolt.

Adjourned to 1:30 p. m.

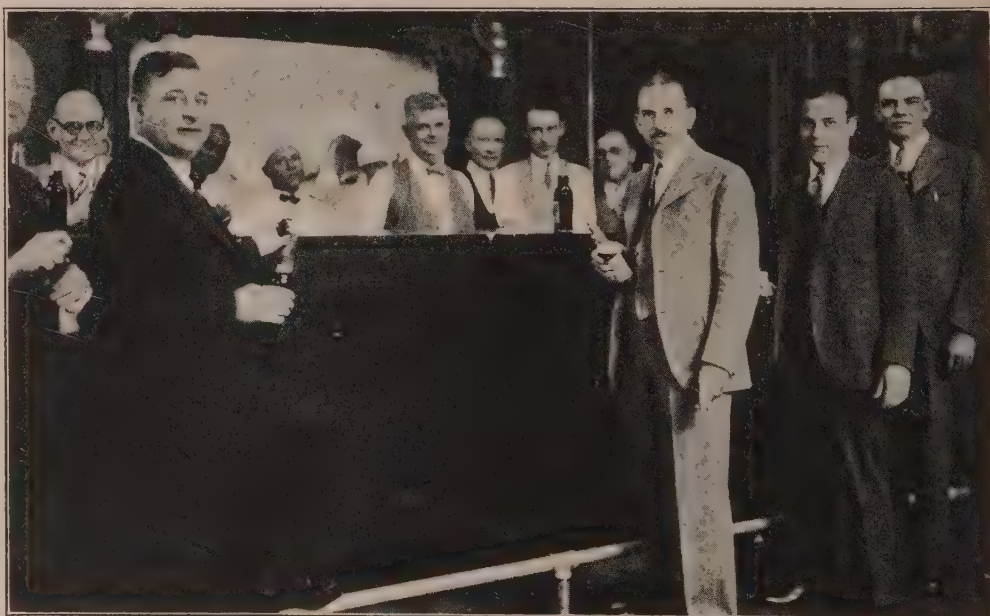
#### Tuesday Afternoon Session.

I. C. LYMAN of Fort Dodge, discussing "Hedging," was the first speaker at the second session. His address is published elsewhere in this number.

H. H. INGRAM of Fairbanks-Morse & Co., Omaha, addressed the delegates on scales. His address is published elsewhere in this number.

C. D. STURTEVANT, Omaha, pres. of the Grain Dealers National Ass'n, briefly discussed national legislation affecting the grain trade.

#### "Ten Knights in a Barroom."



Left to right: Jack Wheeler, Chicago; Freeman Bradford (back), Sioux City; Jack Brennan, Chicago; Sam Mason (back), Jim Mullaney (back), Paul Larson (back), Bob Swenson, all of Sioux City; Kenny Pierce, Chicago; H. L. Heinrichson, Sioux City.



### National Legislation.

Very little is being done in Washington from an economic standpoint. Congressmen are interested in measures only as they will win votes back home. It is pretty generally acknowledged that they will pass the McNary-Haugen measure for this reason, and that President Coolidge will veto it again. This will throw the farm relief issue into the Republican National Convention.

The bulk of the grain trade believes it impossible to obtain adequate farm relief in this way, tho they favor sound measures. Little of any consequence will be done this year but the question is sure to rise again.

A few bills in Congress now affect the trade. There is the Gardner bill which seeks to replace the present method of grading supervision with Federal grading. Directly opposed to this is the Shipstead bill which seeks to wipe out federal supervision of inspection. Last winter a lot of pool wheat suffered from two federal inspections that did not agree and this gave rise to the Shipstead measure. If it had been grain ordinarily handled thru the regular channels, it is doubtful if it ever would have come to the attention of Congress. The present situation is principally a fight between the state grain inspection departments and the federal supervisors. The National Ass'n is taking no stand.

The present Caraway bill seeks to make it unlawful to sell or buy grain futures unless delivery is taken. If this were to become a law it would mean all grain would have to be shipped to Chicago and then shipped out again. You can see what this would mean in additional handling costs and railroad rates as well as a slowing up of movement. There is considerable protest.

T. B. KING, Central City, Neb., briefly mentioned House Bill No. H. R. 13153, saying: "This measure is designed to protect those using drafts thru national banks from bank failures. It would be necessary to have states pass similar legislation to cover the state banks, but I believe it a good measure. It compels the bank to set aside the money collected thru draft in a fund separate from the regular bank funds and the drafts must be paid regardless of whether the bank fails during the course of the collection."

### Hedging Car Load Lots.

L. W. MILLER, Coon Rapids: "Hedges are now carried in 1,000 or 2,000 bus. lots. The ordinary car contains from 1,500 to 2,500 bus. of grain. It would be a great convenience if we could hedge such cars more closely instead of being around 500 bus. away from the actual amount. If it is the wish of those present, we would like to get a resolution requesting the Chicago Board of Trade to change its rules to permit hedging in 1,500-bu. lots."

Discussion varied, but it was generally con-

ceded the country dealer would profit by being able to hedge closely thru adoption of such a rule. The motion was turned over to the resolutions com'te for consideration and the formulation of a resolution.

### Cereal Oats.

JOHN E. BRENNAN of John E. Brennan & Co., Chicago, discussed the passage of a rule by the Chicago Board of Trade making "pinney" oats take a 3 cent discount for delivery on future contracts. He said,

Cereal oats have been causing a great deal of trouble in the Chicago market. Buyers don't want them and they have become a drug on the market. Consequently a special com'te was appointed last fall to make an investigation and recommend action.

Fourteen meetings of two hours each were held by this com'te. All arguments presented by mail or in person were carefully considered. Type samples were made by the Board of Trade sampling department and these helped greatly in ascertaining the percentage of pin oats in ordinary elevator run oats. At the conclusion of its hearings and studies the com'te recommended spreading the discount on No. 3 white oats from 1½ to 3 cents. This was a protest against the undesirable pin oats dumped on the markets by the cereal mills. Pin oats do not possess equal feeding quality with country run.

The Board of Trade is recommending to the Department of Agriculture that the oats grades be changed so that oats with more than 40% pin oats will be graded not higher than No. 4. They are hurting the market and keeping the general level of the market down. The question is of sufficient importance to warrant a resolution on the part of this ass'n asking the Department of Agriculture for such a change in grades.

There was some question raised as to whether the appearance of pin oats on the market really did much damage, or whether they helped by giving a better premium on good quality shipments. Following a short discussion pro and con the question was referred to the resolutions com'te.

Adjourned to 9:30 a. m., Wednesday.

### Wednesday Morning Session.

The third session opened with an address by S. T. Edwards of Chicago on "Feed Grinding and Mixing." This is published elsewhere in this number.

### Free Lightning Rods for Grain Elevators.

ERNEST REA of Dodd & Struthers, Des Moines, briefly told of the development of the lightning rod by Mr. Dodd and the circumstances surrounding its discovery as a preven-

tive of fire by lightning. Then with the aid of a static machine and a model of a house he demonstrated how lightning sets fire to a building by touching off a bit of inflammable material in the model with a spark from the machine. Application of model lightning rods to the model house poured the electrical energy from the tiny points and prevented discharges by the machine. Consequently the inflammable material within was not ignited. During the course of the demonstration he explained how positive and negative electrical forces race along thru the earth and clouds trying to get to each other, discharging in the form of lightning. When a building becomes charged and no means of escape for the electrical forces is supplied, lightning strikes it and causes fire. Lightning rods permit the escape of the electrical energy in the ground.

### Anti-Friction Bearings.

P. A. CARLSON, Chicago, of SKF Industries, discussed the use of anti-friction bearings in grain elevators, how they paid for themselves in the saving of power, lower insurance premiums, and increased plant efficiency. Anti-friction bearings in elevator operation will go from 6 to 9 months on only one oiling, a decided advantage over the old plain bearings. The average elevator operator is not a mechanic, his primary purpose being to buy grain. Consequently plants often get in poor operating condition, and grain men welcome the idea of less attention to bearings. Mr. Carlson's demonstration of a Skayef ball bearing aroused much interest.

Adjourned to 2:30 p. m.

### Wednesday Afternoon Session.

The fourth and business session was held in the ballroom Wednesday afternoon.

The report of the auditing com'te was read and approved.

The Resolutions Com'te presented the following resolutions which were adopted.

### Resolutions Adopted.

#### FARM RELIEF LEGISLATION.

WHEREAS, the agriculture of America has been undergoing a reconstruction following the World War, and some adjustment is necessary to stabilize the industry, therefore be it

RESOLVED, that we favor any national agricultural legislation framed in accordance with sound business practices and that will maintain for the American farmer his ability to be the world's most efficient and economical producer of agricultural products.

#### FUTURE TRADING.

WHEREAS, there has been discussion rela-

### Sioux City Exchange in New Home.

Moving into new and larger quarters is a natural result of growth of so successful an institution as the Sioux City Grain Exchange. Organized in 1907 as the Board of Trade, the name was changed in 1922 to Grain Exchange on incorporation with larger powers for usefulness.

After several years of hard work the grain men of Sioux City succeeded in getting a favorable rate structure, and now the market has several terminal elevators.

The new quarters of the Grain Exchange are in the top floor of a comparatively new building, the entire top floor of which was completely remodeled to meet the requirements of the Exchange and the grain firms, who now are all gathered on one floor.

One entire side is occupied by the grain inspection office and laboratory in charge of Paul Larson, chief grain inspector. Near the main entrance to the trading floor is the office of Secretary Freeman Bradford.

The trading floor is well lighted by special skylights and has a large blackboard for the posting of quotations.



New Home of the Sioux City Grain Exchange.



tive to the value of future trading in farm products, therefore be it

RESOLVED, that we favor the continuance of such trading with a minimum of restrictions.

#### 1,500-BU. OPTIONS.

WHEREAS, the ordinary carload of grain now contains approximately 1,500 bu., or more, it is our opinion that the Chicago Board of Trade should permit future contract trading in 1,500-bu. lots, to facilitate hedging by country shippers.

#### LANDLORD'S LIEN LAW.

WHEREAS, the landlord's lien law of Iowa places an unjust and unnecessary burden upon buyers of farm products, be it

RESOLVED, that we favor amending the law to provide for recording the lien in order to validate it, so that innocent purchasers may have proper notice.

#### HOUSE BILL NO. H. R. 13153.

WHEREAS, there is pending in Congress a bill to protect the owners and holders of drafts with bills-of-lading attached, in case the collecting bank fails before the proceeds have been remitted, therefore be it

RESOLVED, that we urgently request our Congressmen to support said bill and urge its passage at once.

#### CEREAL OATS.

RESOLVED, that the Sec'y of Agriculture be requested to investigate the effect of the delivery of "pinny" oats on future contracts and the advisability of prescribing rules governing such delivery.

#### Officers.

The following officers were elected to pilot the Ass'n thru the current ass'n year:

Clifford C. Belz, Conrad, pres.; Harry Talbot, Osceola, vice-pres.; A. D. Hayes, New London; C. G. Davis, Cedar Rapids; T. B. King, Central City (Neb.), directors.

Adjourned *sine die*:

At the directors' meeting immediately following the close of the last session it was decided to hold the next annual convention in Cedar Rapids.

#### The Stag Banquet.

The stag banquet was one of the outstanding features of the convention, for everyone felt comfortably at home. Creating an atmosphere that will accomplish such a fete is an art within itself.

Well over two hundred places were set for the appetizing seven-course dinner.

During the feast a musical five-piece girls' orchestra played a lot of old favorites. Many reveled in the occasion and sang along with the orchestra, and the rest of them just had to put up with the singing. So then the orchestra played for "entertainment" only.

Each place at the table was decorated with a tiny miniature airplane, a tin-foil wrapped chocolate bottle of liquor, fancy and freakish hats, distributed with the compliments of the Milwaukee Chamber of Commerce. These trinkets added much to the occasion.

After dinner the Sioux City Junior Chamber of Commerce Quartet won hearty applause with popular songs.

Two Turkish Harem Dancers, imported by George Booth for the occasion, did their stuff, doing the "Smoke Dance" from Melachrino, etc.

The last entertainment feature was a series of special verses to "It Ain't Gonna Rain No Mo'."

Gov. Bulow said, "I can do anything  
That on the farm is done."  
And a boy in the gallery shouted,  
"All right—lay an egg—just one."

Chet Sturtevant hails from Omaha—  
You can tell by his collars and cuffs.  
Poor Omaha 'll never be a city—  
Too darn near Council Bluffs.

Cliff Belz says, "My dear, you sure look  
Like Helen Brown, you do."  
And the girl says, "I look still worser  
In blue, in blue, in blue."

Charles Flanley said to a lady friend  
Whose millionaire uncle was dead,  
"You have a mighty fine leg-a-cy."  
"Now, don't get fresh," she said.  
H. J. Hutton and J. J. Mullaney  
Go to Hollywood every winter.  
For "climate," they say, but we think that  
It's something we oughta look inter.

George Booth took a trip to Europe—  
The plot begins to thicken.  
From France he flew to Turkey.  
But some say he flew to a chicken.

Roy Murrell, from Cedar Rapids,  
Knows all about sharps and flats—  
And he sometimes likes to borrow  
The taxi drivers' hats.

"Any golf up here?" Bill Shepard said.  
St. Peter answered, "No."  
"So long, then," answered Billy,  
"I'm going down below."

Dave Milligan called to the waitress:  
"My cocoa's cold," he said.  
"Then, Baldy," said she, "get your hat on  
And cover up your head."

SAM MASON was the able toastmaster, and he did the job justice. Jim Mullaney, J. E. Cathcart and Sam Mason composed the efficient com'ite in charge of this banquet, speakers and entertainment. They "did themselves proud."

CHARLEY FLANLEY, erstwhile president of the Sioux City Grain Exchange, delivered the cordial greetings on behalf of the Exchange, and John L. Mitchell, president of the Sioux City Chamber of Commerce, on behalf of the city.

EUGENE KELLY and John W. Carey of the "Tribune" and the "Journal," respectively, also spoke.

HON. W. J. BULOW, Governor of South Dakota, was invited to the banquet to tell the grain dealers what it was he said to the governor of North Dakota.

"THE FUTURE OF THE MIDDLE WEST," was the subject treated by the Governor. Possibilities of the development of the Middle West are beyond the ability of man today to imagine or predict, he said. We are living in a vast inland empire of much greater magnitude than most persons realize. We have a county in South Dakota that is twice as large as Delaware and Rhode Island put together, and the potential wealth is beyond imagination. The great empire is awaiting development—a development that has scarcely started. Iowa has not begun to touch its real resources in agriculture. Only a third of South Dakota's acres have been turned by the plow. South Dakota has the largest gold mine in the world but the gold in the Black Hills is only a minor metal in comparison to its mineral wealth. Power resources have not been touched as yet. Along the banks of the Missouri in South Dakota are the greatest aluminum deposits in the world. Lignite coal in vast quantities remains unmined. The Middle West is the bread basket of the world.

THE GOLF PRIZES were then awarded. The golf games had been played out at the picturesque Sioux City Boat Club. In charge of this affair were Messrs. Eales and King.

#### Sioux City Convention Notes.

Total registration, 350.

A NEW WAY to get advertising was learned by the Chicago delegation, the procedure being to catch 'em going to bed on the sleeper and make them come across, or else—

THE NEW OFFICES of the Sioux City Grain Exchange are the delight and pride of its members, and rightly so, for they are all together on one floor instead of three, have lighter and roomier quarters, and are in a more cheerful atmosphere. Offices in the new quarters were "drawn" for, but everyone seems well located and very much satisfied, particularly Bob Swenson of James E. Bennett & Co., who just beams over with enthusiasm when the new office is spoken of.

CONTINUOUS WIRE QUOTATIONS were furnished by Lamson Bros. & Co. in Parlor "B," which is the famous hand decorated "Iowa Corn Room," depicting "Corn" in all its beauty. Cigars and cigarettes awaited the pleasure of the smokers, most of whom were biting their fingernails pretty hard when the market dropped as it did. Four genial members of the Lamson Bros. staff extended courtesies to their guests. Good ol' Jim Barrett was frequently asked for and his absence felt. George Booth, the aviator, who just completed a 2,500-mile trip in the European and Asiatic air, satisfied the desires of the company's many customers, which desires included midnight lunches, ad infinitum, etc. The genial Art Torkelson of Fort Dodge, Frank L. O'Connor of the Sioux City office and Ben Hoover of the Dubuque office assisted in making the trade comfortable while in their care.

#### "Gone Are the Days" Luncheon.

With but few exceptions, most everyone at the Sioux City Exchange Floor luncheon could remember way back when "Heinegabublers" used to charge the foot rail with electricity so you'd get a shock when you picked up your bottle of beer, and dozen other laugh-provoking stunts to startle the unwary. All those pleasant memories were dusted off and delivered in first-class style at this occasion. Even Jack Brennar got the shock of his life. And Kenny Pierce tried for an hour to bite through the rubber sandwich. Charlie Coughlin filled his pockets because the ham sandwiches were so good. Bernie Holmquist and Bob Scoular were "too busy to eat." George Booth wasn't permitted to eat, being busy telling about being up in the air abroad. John Murphy and Doyle Hart didn't feel much like eating, and so on down the line.

The cash grain tables were removed from the trading floor and every other impediment cleared for action. At one end of the commodious trading room an old time bar was set up in all its flavor and precision. Colored waiters in white caps and waistcoats dispensed the Atlas with unflinching pride. Another half dozen furnished the music for singing, and to fill in. The "Charleston" as she is done in Dixie was a little special act drawing considerable applause. Sandwiches, both ham and cheese, were dispensed without end under the personal supervision of H. S. Nevillier. Sam Mason played the role of the King's official taster. The ham was the choicest any had tasted. The cheese came in second. Apples and especially wrapped cigars completed the menu, provided with the compliments of the Sioux City Grain Exchange.

The trading hall was strikingly decorated with vivid colored streamers and cordial "welcome" posters. Ye ol' frontier days were indulged in by all without restraint. The "extract" bottles of today, which so closely imitate the shape of some of the fine old bottles, were conspicuously placed around the bar-room mirror. Several nearly fainted from the sight.

A couple of cops answered a riot call sent in by some of the neighbors, it developing that Dave Milligan, Frank O'Connor and Bob Swenson had asked for raw eggs for their beer. After much persuasion by the genial Sam Mason the cops were carried out, unconsciously mumbling something about storage capacity and tanks. George French and Sam McMaster won the contest with the cops. Jim Mullaney refereed. After the bout was won Freeman Bradford sat right down and wrote "You're a Better Man Than I, Gungadin!" that being the name of the cops in Sioux City. Gordon Hannah had some poetry in the next morning's paper on "Sell Me a Dream," but the market was way up.

The com'ite of the Sioux City Grain Exchange in charge of this festive affair included Messrs. Marriott, Swenson, Larson and Wright.

#### Entertainment.

INSPECTION TRIPS through Sioux City elevators were taken advantage of by many, who reported a most interesting tour.

LADIES were royally entertained, through the untiring efforts of the com'ite in charge, including Msdms. and Messrs. Nelson and Nevillier. The wimmin folk, numbering better than two dozen, enjoyed teas, shopping tours, Orpheum parties, golf, and other equally enjoyable events.

A TRAFFIC MEETING on the evening of the second day induced many interested therein to stay over. President Gray of the Union Pacific was the principal speaker, and he and three other notables of the traffic world heartily indulged in the frivolity of the Exchange floor bar-room lunch frolic.

THE GENIAL HOSTS, the active members of the Sioux City Grain Exchange, included the following: Terminal Grain Corporation, H. S. Nevillier, Nelson Grain Co., Eales-Prescott Co., International Milling Co., Independent Grain Co., Flanley Grain Co., Fleischmann Malting Co., Lamson Bros. & Co., Western Terminal Elevator Co., Martens & Ketels Milling Co., J. J. Mullaney, Rumsey & Co., James E. Bennett & Co., Akron Milling Co., and Cathcart Grain Co.

MESSRS. FREEMAN BRADFORD, Doherty and Prescott were the com'ite in charge of



## Hotel Registration and Accommodations.

RAY MURRELL, Steve Wilder, Henry Rumsey, Walter Moorhead and Bert Dow didn't make the trip. Obviously they were very much missed.

SECRETARIES present included E. H. Moreland, secretary of the Tri-State Country Grain Shippers Ass'n, Luverne, Minn., and wife; and Frank H. Sloan, secretary of the South Dakota Farmers Grain Dealers Ass'n, Sioux Falls, So. Dak.

JACK BRENNAN had a birthday on May 1, which the convention proceeded to celebrate the following evening with a banquet. Mr. Brennan received many complimentary letters, even from his bankers, on this occasion.

H. W. "BARNEY" BARNETT of the "Milwaukee Road" told 'em all about the superior advantages of using his road, and of how promptly just claims were settled. Barney even got up at twelve-thirty one night (15 minutes after retiring) to settle two claims for two country shippers, at the request of a terminal receiver. That's real "service."

SAM MASON of Sioux City, General Chairman of the Convention Activities, and toastmaster at the banquet, is reported to have asked "Chet" Sturtevant of Omaha whether he wouldn't like to drink "Canada Dry," to which "Sturdy" is reputed to have answered "Yes, but I'll only be here two days."

"THE NAKED TRUTH ABOUT TURKISH HAREMS" is the title of a new book, of which George Booth of Lamson Bros. & Co. is the able author. Mr. Booth just returned from a 2,500 mile airplane trip over Europe and parts of the Mediterranean countries. His five weeks abroad were ideal and his interesting narrative on his many and varied experiences most interesting. Receivers of the Chicago market on the special Sioux City car listened attentively to all of the most alarming details of European life, as depicted by the "smiling" George Booth. The drawing room of their private car, where the congregation going to the Sioux City convention held forth, was astir with interest. Considering the fluctuations of the market recently, Mr. Booth is considering another text, appropo of both, called "Up In The Air For Five Weeks."

SOUVENIRS.—Cigarette lighters lit up the place with the compliments of Luke Grain Co. of Peoria. Blotters were put out by Roy Campbell of Milwaukee. Looks as though he had considerable fore-sight. Handy Pocket Key Cases were generously distributed with the compliments of the Udpke Grain Corporation by John C. Edwards. Cigars accompanied.

Cigars in special white coats bearing the name of James E. Bennett & Co. were quite a satisfaction to experienced smokers. J. J. Murphy of Bartlett Frazier Co. busied himself seeing to it that all smokers were smoking his favorite brand. The Handiest Vest Pocket Memo Books you ever saw were the gift of The Redick Co. given out by Frank Mead. Pencils, and they varied in size, shape and color, were as particularly attractive as they were numerous this year. Among those seen were an attractive bullet pencil with eraser distributed by Kenny Pierce of James E. Bennett & Co.; Lee Lockwood Grain, Inc., passed around by Jimmy Owens; J. J. Mullaney given away with each visit by "Jim" Mullaney, ex-president of the Sioux City Grain Exchange; Lucke-Gibbs Grain Co., by O. H. Gibbs; C. C. Flanley, by "Charlie" himself, and Black Hawk Grain Co., by Mel Uhl.

## Supply Trade Notes.

CHARLES W. WILLIAMS represented the Illinois Central Railroad.

BOB MILLER of Omaha ably represented his firm, the Richardson Scale Co.

S K F was given a good send off through the untiring efforts of P. A. Carlson.

O. H. HOLLAND looked after the interests of the Western Grain Dealers Fire Insurance Co. of Des Moines.

PHILIP J. QUINN of Lincoln, Nebr., represented the Victor-American Fuel Co.

A. E. ROTHGARN looked after the interests of Clow-Winter Mfg. Co. of Minneapolis.

KEWANEE IMPLEMENT CO., Kewanee, Ill., represented by W. C. Lamb, sales engineer, distributed circulars describing their truck lifts and loading spouts.

DODD & STRUTHERS, lightning rod manufacturers and installers of Des Moines, were ably represented by Ernest Rae, general manager, J. J. Martin of the Watertown, S. D., office, and C. W. Mattice of Independence, Ia.

FAIRBANKS, MORSE & CO.'s four representatives headquartered in Room 328, from where they revealed the many advantages of their motors and scales by word of mouth and by circulars. K. E. Johnson, motor specialist, H. H. Ingram, manager of the scale department, both of Omaha, A. N. Eastman, Iowa representative, and L. H. Knobloch, Yankton, S. D., representative, answered the many questions put to them.

## Terminal Market Representatives.

FROM DAVENPORT came R. A. Webster. ST. LOUIS sent Frank Bubb and G. E. Parrott.

PEORIA delegates included Guy F. Luke and F. W. Mueller.

SOO FALLS sent down J. C. Welmer to sort of look things over.

THE KANSAS CITY representatives were M. C. Bruce, and Clyde of B. C. Christopher & Co.

FROM DES MOINES were Dave Milligan, of course, Jimmy Owens, J. Dolliver Kent and Earl C. Cool.

CEDAR RAPIDS sent C. E. Carpenter, John W. Coverdale, "Chet" A. Davis, H. E. Gifford, F. J. Hollands, W. L. Musker and H. Ryan.

THE MILWAUKEE delegation included Frank Bell, Roy I. Campbell, Charley F. Coughlin, Leonard J. Keefe, Martin L. Leison and Fred Maywald.

FROM MINNEAPOLIS were Z. K. Stacks and F. H. Lipinski (of the largest suburb of Minneapolis, i. e., St. Paul), and Mr. and Mrs. Gene Stratton.

FROM OMAHA CAME H. W. Bauman, Harry R. Caldwell, John C. Edwards and F. H. Hall of Udpke Grain Corporation, C. L. Fautts, O. H. Gibbs, W. Doyle Hart, Albert Hedelund, Bernie O. Holmquist, Jack Irwin, H. W. Johnson, C. O. Lyec, J. Frank Meade, W. V. McCreery, C. N. Ogden, Warren J. Powell, Bob M. Scoular, G. S. Shepherd, W. F. Shepherd, C. D. Sturtevant, Earl Triplett, Mel Uhl, F. Waters, W. F. Watson and J. L. Welsh.

CHICAGO RECEIVERS included, outside of Joe Schmitz, Board of Trade Weighmaster, the following: George E. Booth, Ben Hoover (Dubuque), Frank J. O'Connor (Sioux City), and Art G. Torkelson (Fort Dodge), all of Lamson Bros. & Co.; Jack Brennan and Walter Green (Storm Lake), of John E. Brennan & Co.; W. W. Christie and C. A. May (Minneapolis), of J. H. Dole & Co.; Sherman T. Edwards; Gordon Hannah, of Doern-Scarritt-Hannah Co.; Mr. and Mrs. L. A. Douglas, John A. Low and C. L. Douglas (Cedar Rapids), of E. W. Bailey & Co.; George N. McReynolds, P. H. Schifflin & Co.; John J. Murphy, Bartlett Frazier Co.; Kenny B. Pierce, I. B. "Joe" Hunt, Bob Swenson and Sig. A. Steensen, of James E. Bennett & Co.; W. W. Sylvester; Joseph Visek, Carhart Code Harwood Co., and John H. Wheeler and W. H. Ransom, Rumsey & Co.

## Shippers in Attendance.

MINNESOTA SHIPPERS included Henry G. Hulsing of Heron Lake, and E. H. Rudloff of Steen.

SOUTH DAKOTA shippers present included: E. R. Arneson, Irene; G. F. Aulwes, Lennox; C. E. Bardner, Delmar; H. DeCamp and A. G. Togue, Yankton; George Deter, Mitchell; F. A. Erickson, Vermillion; L. J. Fosse and Robert Orr, Meckling; Ray F. Hills and C. J. Olson, Gayville; T. H. Holman, Corsica; Frank Lambertson, Centerville; Ernest McKee, Wagner; Martin Overby, Canton; W. F. Reidy, Baltic; H. S. Riley, Wakonda, and H. F. Tieszen, Marion.

NEBRASKA shippers present were: R. R. Becker, Spaulding; P. S. Bukley, Waterbury; F. L. Benker and Mr. and Mrs. Joseph McEwing, Crofton; J. W. Blacketer, Homer; Mr. and Mrs. Elmer Fervine, Wausa; J. B. Hassman, Coleridge; Mr. and Mrs. John Herfkens, Wynot; T. B. Hord and J. W. Hutchinson, Central City; R. L. Lathrop and W. F. Westrand, Laurel; George W. Lueth, Fremont; Mr. and Mrs. R. H. Mosely, Belden; C. K. Moseman, Pender; O. I. Newton, Ponca; A. R. Olson and daughter, Maskell; J. B. Larson, Laurel, and R. M. Watson, North Bend.

FROM IOWAY WERE: A. L. Anderson, Rosie; N. S. Beale, Tama; Mr. and Mrs. Clifford C. Belz, Conrad; F. C. Bitter, Spencer; R. C. Booth, Laurens; Hans and Joe Bremer, Lawton; C. W. Brower, Marcus; Clark Brown, Nevada; John Brown and James Roach, Duncombe; P. F. Brown, Nemaha; W. Brunskill, Hawarden; Frank D. Byers, Sargents Bluff; A. B. Callender and W. J. Morrison, Ocheyedan; W. E. Casey and Sam A. McMaster, Hornick; Len Cook, H. J., Pete and V. J. Kramer, Alford; Lee Davis, Scranton; J. S. DeVries, Primghar; S. J. DeVries, Sanborn; W. G. Dougherty and wife, Varnia; S. W. Eastlock, Schaller; Bert Elliott, Whiting; W. Frank Evans and G. H. Schafer, Chatsworth; Wm. A. Evans, McNally; Geo. A. French, Ruthven; E. M. Galbraith, F. O. Hocum and A. E. Snyder, Newell; W. A. Galbraith, Sac City; J. F. Gammerdinger, Remsen; J. E. Hale, Collins; J. J. Hansen, Charter Oaks; Ollie Harrison, Hinton; P. J. Harvey, Gowrie; Art Hermsstad, Cornell; T. H. Howard, Auburn; John A. Hulbregtsen, Matlock; O. J. Kaschmitter, Whittemore; H. W. Klein, Alton; W. H. Klein, Inwood; Mr. and Mrs. J. L. Lowry, Cushing; Joe Luken and R. G. Williamson, Merrill; R. B. Mann, Hartley; Owen Manning, Rock Valley; Mr. and Mrs. F. H. Maxwell, Pacific Junction; Fred Maywald, Mondamin;

Mr. and Mrs. H. M. McEwen, Melvin; John Meherks, Calumet; L. W. Miller, Hospers; Geo. Moulton and E. H. Tiedeman, Fonda; F. D. Milligan, Jefferson; O. B. Moorhouse, Glidden; John F. Mueller, Calamus; Mr. and Mrs. M. Nickolson, Granger; D. R. Dickens, Wellsburg; Fred Ruhs, Irwin; J. A. Seward, Sheldon; Harry Sewick, Sheldon; F. J. Skewis, Greenville; R. C. Stewardson, Arthur; Bela M. Stoddard, Sloan; H. W. Talbott, Osceola; Albert Thiesen, Gaza; L. E. Thunhorst, Hinton; A. B. Traeder, Odebolt; Mr. and Mrs. C. Van Gundy, Pocahontas; James F. Weart, Cherokee; F. G. Williamson, Morris, and R. S. Witter, Dawson.

## Seed Bag Convertible Into Valuable Towels.

For over two generations the generally accepted container for shipping farm seeds has been the regulation seamless cotton grain bag holding approximately 2½ bushels of seeds. In the seed trade these bags have been considered a necessary evil. Their cost, often running over 50 cents apiece, has been passed on to the farmer, or, if shifted back by him to his local dealer, the latter has had to make up the loss by charging more for his seeds.

In line with the modern thought of reducing the cost of distribution the Albert Dickinson Co. has perfected a new type of seed bag which serves the purpose of transporting seed and has the added advantage of being worth as much or more to the farmers wife after he has emptied the seed than it cost him.

This new type of seed big is made of a fine grade of face toweling, specially designed and woven for the purpose. Each bag contains an even bushel of seed and after it is emptied it can be cut apart into two fine hand towels or made into one roller towel. The inks used in marking the bags are easily washed out.

This is a form of premium which appeals to the economical consumer, but the retailer gets nothing, but more calls for seeds with free face towels and other jobbers will soon be giving away larger or better towels.

Service is what the farmers demand today. They used to come in and haggle over the price before buying. Now he comes in and loads up and then asks the price. And they'll go where they get the service.

## Opposition to Compulsory Pool in Australia.

The announcement has been made by the Premier that a ballot will shortly be taken among the Victorian wheat growers on the question of whether they are in favor of a compulsory wheat pool controlled by growers, states a report from Trade Commissioner Elmer G. Pauly. Altho the proposal for a compulsory pool emanated from a section of primary producers vitally interested in wheat production, the general opinion among the trade is that the majority of wheat growers are opposed to a compulsory pool. They strongly resisted a similar proposal in Victoria in 1924, and it is thought that conditions have not changed since then to an extent to warrant a reversal of opinion.

During the war a compulsory pool was a national necessity, but with conditions normal for the marketing and shipping of Australian wheat, war-time measures are not now thought to be justified.

At the present time the Victorian farmer has more than one channel open to him in the disposal of his wheat. If he desires to pool it, a voluntary pool is in existence for the purpose. Storage facilities are available and he can obtain a substantial advance on his stored grain, while competition from the various buying interests and the opportunity of pooling ensure his obtaining full prices when he desires to sell it.

One of the growers' chief objections to compulsory pooling is the system of payment. The growers are compelled to hand over their grain to a pool, accept an advance of about 3 shillings a bushel, and receive whatever balance is to come in small doles spread over months.



## Grain Carriers

Docket 17000 hearings open in Seattle, Wash., on May 22.

Ten more ships of grain that wintered at the Sault left for lower lake ports on May 1.

The "Milwaukee" milling-in-transit at Minneapolis rate case hearings were opened in Washington, D. C., on April 26.

John S. Burchmore of Evanston, Ill., has been mentioned as a successor to Mr. Esch on the Interstate Commerce Commission.

Grain aboard the "Agawa," which went aground last fall at Manitoulin Island, was brought into Buffalo for drying as soon as navigation opened.

Testimony taken at hearings on Docket 17,000, general grain and products rate revision ordered by the Hoch-Smith resolution of 1925, now amounts to 32,000 pages.

The Baltimore, Chesapeake & Atlantic Railway Co. was bought in at auction by the Pennsylvania Railroad for \$1,000,000, under a foreclosure decree. This included equipment, holdings, rights and privileges. There was no other bidder.

Most of the railways in the west on which the bulk of the grain and livestock business originates have thus far this year been reporting increases in gross and net earnings, and this has been especially true of those serving the northwest.

Soo Michigan dispatches during the last days of April stated the ice conditions remained unchanged, with no prospect for the opening of navigation there for some time. Weather continues cold and wind is against outward movement of ice.

Duluth, Minn., May 1.—The 1928 lake shipping season commenced with the departure of the steamers Queen and King of the Minnesota Atlantic Transit Co. for the lower lakes. Last year the first boat left here for the east on April 14.

Abolishing the sea service bureau of the United States Shipping Board is being opposed by the Board, alleging the principal work is to Americanize the Merchant Marine, place the most competent men aboard the ships and aid foreigners who are desirous of becoming citizens.

The Galveston (Tex.) harbor and channel is to be deepened in the very near future, the several million dollars needed for the project being announced as appropriated for use lately by Lieutenant-Colonel Julian L. Schley, engineer in charge of the Galveston District for the federal government.

The Clinton & Oklahoma Western R. R. in Oklahoma and the Clinton-Oklahoma-Western R. R. of Texas will be bought in by the Santa Fe and subsidiaries, if the permission of the Interstate Commerce Commission is available. Frank Kell of Wichita Falls, Tex., owns the roads.

Donahue-Stratton of Milwaukee, Wis., bought the steamer "Sturgeon Bay" which sunk at Black Rock Harbor last December. The boat is now being raised preparatory to a trip back to Milwaukee, where it will be used as a grain drier. Further details of the sinking appeared in a previous number.

Cars loaded with grain and grain products during the week ending March 17 totaled 44,418, an increase of 6,557 cars over the same week last year and 3,936 cars above the same week in 1926. In Western districts alone, loadings totaled 30,959 cars, an increase of 7,420 cars above the same week in 1927. Loadings the past six weeks were 49,533 for week ending March 10; 53,448 for March 3; 45,987 for Feb. 25; 41,188 for Feb. 18; 46,082 for Feb. 11, and 53,788 for Feb. 4.

The theoretical maximum capacity of the New York State Barge Canal is 20 million tons. During the season of 1927 this system floated 2,581,892 tons of cargo. The present St. Lawrence Canals have a theoretical maximum capacity of 8 million tons. During 1927 the cargo movement amounted to 7,912,952 tons.

Cars loaded with grain and grain products during the week ending April 21 numbered 39,601, an increase of 4,062 above the same week of 1927 and 1,222 cars above the corresponding week of two years ago. Loadings the previous four weeks were: 36,920 for week ending Apr. 14, 39,370 for Apr. 7, 43,268 for Mar. 31, and 46,599 for Mar. 24.

Forecast of car loadings, a reflection of the improvement in business conditions in April, May and June of this year as compared with the same months of 1927, will be much greater in the Mid-West than in other sections of the country. Estimated increases in grain loadings were 3%; meal, flour and other mill products, 5%; alfalfa, hay and straw, 12%.

Chicago, Ill.—The first grain boat cleared this port on April 24, with 100,000 bus. corn and 40,000 of oats aboard. It is estimated that vessel room in the neighborhood of 2,500,000 bus. corn has been chartered for shipment at the opening of lake navigation. Of this space probably 2,000,000 bus. will go from Chicago and 500,000 from Milwaukee, bound for Buffalo and Georgian Bay.

Proposed advances in grain and products rates from Minneapolis and southern Minnesota points to Buffalo and intermediate points east of Chicago were opposed by Northwestern grain and milling interests, who appeared before the Interstate Commerce Commission officials in Chicago on April 17. An adjustment in rates from Missouri River points resulted in the proposed advances.

The Canadian National and the Canadian Pacific Railways have finally agreed to exchange switching arrangements at Midland and Port McNicoll, Ont., which tariffs went into effect on April 24. Elevator operators at both points will now be enabled to ship over a much wider territory than heretofore. The Canadian National Ry. elevator is located at Midland and the C. P. R. house at Port McNicoll.

Collingwood, Ont.—Local interests are attempting to secure an appropriation from the Dominion Parliament of \$600,000 to be used in providing this port with an adequate harbor. The harbor must be excavated thru solid rock. The present inadequate slip must be materially broadened and deepened before the erection of the proposed 2,000,000 bu. elevator recently voted by the taxpayers will be practical.

The St. Lawrence Seaway is needed, not only for the actual saving which it will effect in the cost of handling and transporting grain, but to permit large quantities of grain to use the low cost route which cannot now do so because of lack of the necessary capacity. It is needed to enable our export grain to be marketed before the crop of Argentina becomes a factor in the price. It is needed to save the interest and storage costs on grain held over during the winter because of the congestion of routes to the seaboard.

An agreement was reached for the filing of a tentative report by Atty. Examiner Wm. A. Disque of the Interstate Commerce Commission as a result of hearings in the C. F. A. case (I. & S. 3006) which opened again in Chicago on April 9. Proposed rate reductions of July 15 will be delayed, as briefs in this case are not due until Aug. 1. The case deals with grain and products rates from the Southwest and the Northwest to Indiana, Ohio, Pennsylvania, Kentucky and Virginia, and commenced some four years ago.

Grain laden vessels began to move out of Fort William-Port Arthur, according to a late dispatch under date of May 3. The first movement was that of four of the Paterson boats, followed by some 25 winter storage cargoes, which carried over 7,000,000 bushels. This is but a small fraction of the wheat waiting to get berth room. A few weeks ago there was serious discussion over the report that the lake vessel owners had agreed not to open the season until May 1, but the weather conditions have imposed more unfavorable terms than the owners had proposed. Some 73,000,000 bushels await movement.

The U. S. War Department is co-operating with elevator operators located on the Chicago River in the matter of dredging the channel so that vessels may navigate the stream under full load, a matter they have been unable to accomplish in late months. As the parties chartering the vessel have to pay for a full cargo, whether or not the vessel is able to carry same and still navigate the river channel, is a burden falling heavily on elevator operators located on this artery of Lake Michigan. Elevators located in the South Chicago district are understood not to be hampered from this handicap. The army engineers have asked for an appropriation of \$120,000 for the Chicago Harbor, \$20,000 for the Chicago River, and \$45,000 for the Calumet River and Harbor.

The navigation opening delay on the Great Lakes by the vessel operators has resulted in Col. W. J. Donovan, ass't to the attorney general of the Department of Justice, Washington, D. C., ordering an investigation. The Lake Carriers' Ass'n set a later than usual date for the opening of navigation this year, which action was prompted by the costliness of breaking ice, greatly increased insurance rates, etc. Rates were advanced simultaneously. The Grain Exchanges opposed all these moves. Present weather indications point to an early opening of navigation the coming season, but the heavy tonnage at the Head of the Lakes points to a late start in the movement. In 1927 the straits of Mackinac were opened to navigation in both directions April 4th but because of ice in St. Marys River navigation through the locks and to Lake Superior was not accomplished until April 13th.

### I. C. C. Activities.

Reconsignment charges on 8 cars of oats were held inapplicable and reparation was awarded in No. 20075, Benson-Quinn Co. v. Director-General. The oats were held at Willmar, Minn., in 1919 for official inspection. The same ruling was made for the Flanley Grain Co.

At the grain rate hearing at Chicago on I. & S. 3006 D. L. Kelley of the South Dakota Railroad Commission testified before Examiner Disque that rates from South Dakota were made on combinations over Minneapolis or Chicago, and were too high. The proposals would result in increases, he said.

The Commission has modified its opinion in No. 15511, Chicago Board of Trade v. Santa Fe, in respect to grain rates from Iowa, by making rates from Group C points to St. Louis on the basis of 2 cents under the rates to Chicago, instead of 1 cent under, so as to give an outlet to St. Louis, to the farmers whose land the Commission found was mortgaged \$100 an acre and who lacked prosperity.

Don Kern, Sheffield Elevator Co., Minneapolis, was the first grain man to make the air trip via the daily mail plane from his market to Chicago, leaving Minneapolis after a full day's work on April 9 at 4:30 and arriving the same afternoon at 7:30, when he was met by Kenneth P. Pierce of James E. Bennett & Co. Don had shipped Kenny a car of wheat which arrived at noon with instructions to "hold for orders to be given personally that evening." Kenny met Don, disposed of all business in hand and put Don on a Columbus bound flier at ten. Some speed, eh?



## Books Received

**HORSES-MULES POWER-PROFIT**, advocates the working of horses and mules in the largest possible teams, and describes various hitches. Leaflet No. 190, Horse Ass'n of America, Union Stock Yards, Chicago, Ill.

**DIGESTIBILITY** and Metabolizable Energy of Soybean Products for Sheep, by T. S. Hamilton, H. H. Mitchell and W. G. Kammlade, is the title of Bulletin No. 303, published by the Agri. Experiment Station, Urbana, Ill.

**COMBINED HARVESTER-THRESHER IN GREAT PLAINS**, gives the advantages of the combine as follows: It lowers the cost of harvesting and threshing; it reduces the amount of labor required; and it shortens the harvest and threshing period. The variable costs per acre, based upon charges made for different harvesting methods, are \$1.47 for a 10-foot combine, \$1.50 for a 15-foot combine, \$3.36 for a 12-foot header, and \$4.22 for a 7-foot binder. Technical Bulletin No. 70, U. S. Department of Agriculture, Washington, D. C. Published in cooperation with the Agricultural Experiment Stations of Texas, Okla., Kan., Neb., and Mont.

**CANADIAN TRADE INDEX**, the fourth annual issue, provides buyers of Canadian manufactured goods with a dependable list of the articles made in Canada and the names of the manufacturers making them. The book is divided into five parts containing the following: A summary statement of Canadian progress in commerce with data designed to aid in the further development of export trade; an alphabetical list of manufacturers with addresses, branches, export representatives, trade marks, brands, etc.; a directory of the manufacturers of Canada, classified according to the articles made; a directory of exporters of agricultural produce and allied interests; an alphabetical list: (a) In French, of the headings of Part III, with parallel English; (b) in Spanish. Compiled and published by the Canadian Manufacturers' Ass'n, Inc., Toronto, Canada, price \$6.

**"THROUGH THREE WARS"** by Edward Jerome Dies, is a handsome and well illustrated brochure recording the activities of the Chicago Board of Trade during and following three wars, published by the Board of Trade Post of the American Legion on the occasion of the 80th birthday of the Chicago Board, on April 9, 1928. The front cover is appropriately illustrated with an engraving of the future home of the Board, backed with American flags in colors and a large, engulfing wreath. Interspersed with the outline of their accomplishments appear touching bits of war-time poetry and war pictures. The origin of the Board, back in 1848, in a small second-story room over a store, is depicted with feeling and care. Lincoln's immortal "Gettysburg Address" follows. Their Civil War record, a splendid one, and the important part the grain futures market played in the Civil War, are all interestingly recited. And so, likewise, with the Spanish-American War and the late World War. "The American Legion" is the title of the last interesting chapter.

**CORRELATION OF KERNEL TEXTURE**, Test Weight per Bushel, and Protein Content of Hard Red Spring Wheat, by J. H. Shollenberger and Corinne Failyer Kyle. Data shows that a fairly strong tendency was noted for protein content to increase as the percentage of dark, hard, and vitreous kernels increased. This relation was curvilinear in character, and was pronounced in the samples having a high percentage of dark, hard and vitreous kernels. The tendency was for protein to increase as the test weight increased in wheats weighing less than 54 pounds, but in wheats weighing more than 54 pounds the tendency was for protein to decrease as the test weight increased. Forty-four per cent of the variation in protein was found to be due to the combined influence of these two grading factors. Kernel texture, however, was considerably more important than was test weight. A method is presented for estimating the protein content when the kernel texture and test weight are known. By the use of this method the estimated protein content of 68 per cent of the samples would be within 1.7 per cent of the actual protein value. Reprinted from Journal of Agri. Research, Bureau of Agri. Economics, Washington, D. C.

**FLAXSEED**, by C. Louise Phillips, scientific ass't, grain investigations, gives abstracts and a list of references of published reports regarding the uses, oil values, grading, dockage (weed seed), production and marketing of flaxseed. Published by the U. S. Department of Agriculture, Bureau of Agricultural Economics, Washington, D. C.

## Supply Trade

**Silver Creek, N. Y.**—The S. Howes Co. announce the appointment of Frank T. Rexford as New England representative.

**Milwaukee, Wis.**—Bulletin No. 1143 describes in detail the Type ARX, Line-Start Induction Motors, manufactured by the Allis-Chalmers Mfg. Co. A copy of the bulletin will be sent Journal readers who write requesting it.

**New York, N. Y.**—About 350 national organizations are officially cooperating in the work of the American Engineering Standards Com'te, with 2,100 individuals engaged on various com'tes. Up to the present time, 111 national standards have been approved, and 164 additional projects representing almost all branches of industry are under way.

**An Omaha connection** has been formed by Innis, Speiden & Co., distributors of "Larvacide," for handling the grain elevator and flour milling fumigation business with the Puritan Mfg. & Supply Co. The entire state of Nebraska, Western Iowa and the Southeast section of South Dakota will be handled thru this office in the future.

**Utica, N. Y.**—The following are a few recent sales of the Munson Superior Batch Mixer as reported by the Munson Mill Machinery Co., Inc.: Chas. Wolohan, Inc., Hemlock, Mich.; Le Blanc Mfg. Co., Chazy, N. Y.; Jay Markham, Lyons Falls, N. Y.; Woodcock & Son, Edwards, N. Y.; Richardton Mfg. Co., Richardton, N. D.; Roof's Sons, Ft. Plain, N. Y.; Manley Shultz, Ft. Plain, N. Y.; Elmore Mfg. Co., Oneonta, N. Y.; Brush & Son, Moira, N. Y.; Horvitz Grain Co., New Bedford, Mass.; R. M. Spotts, Douglasville, Pa.; Pottstown Roller Mills, Pottstown, Pa.; Chesaning Farmers Elevator Co., Chesaning, Mich.; Garman Bros., Alliance, O.; Fred Caswell, Rome, N. Y.; J. L. Beauchamp, Delmar, Del.; S. L. Ewel, Romeo, Mich.; Theo. Hoffman, Guilford, N. Y.; H. W. Stick, Hanover, Pa.; Geo. C. Genzler, Barto, Pa.; Hilson Bros., Bovina Center, N. Y.; Marion Grain Co., Marion, Pa.; Richer Co., Norwich, N. Y.; Henning Mfg. Co., Grand Rapids, Mich.; H. K. Riegel, Durham, Pa.; Glade Valley Mfg. Co., Woodsboro, Md.; Walcott & Sons, Coopersville, Mich.; Hurluck Mfg. Co., Hurluck, Md.; Jennison Co., Jennison, Mich.; Hereter & Son, Fayetteville, Pa.; Geo. M. Detrich, Williamson, Pa.; Serata & Sons, Bridgeton, N. J.; Holly Grain & Produce Co., Holly, Mich.; F. M. Brown's Sons, Birdsboro, Pa.; A. G. Payette, Battle Creek, Mich.

**Dry rots of corn** robbed Illinois growers of more than \$40,000,000 in 1926; and in 1925 and 1926 Iowa growers lost more than 50,000,000 bushels in each of those years from the same cause. These figures are from reports from the agricultural authorities in those states. In Missouri the farmers have been hit less severely, having but one of the three major rots to contend with.

**No art** that ministers to human needs can remain static. Each achievement in it establishes a new elevation from which to look upon new goals to be attained. Out of success—always—comes struggle. Put that thought into practice in adopting a new sidelines sales policy. Of course its hard not to follow the course of least resistance and stay on a credit basis, but it's more profitable to get on a "spot-cash" basis.

## 'Smile Coaxers

[Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, care Grain Dealers Journal.]

### Sounding "Reveille" in South Dakota.

On a first trip into a new section of South Dakota some years ago, where I was soliciting for a grain commission firm, I arrived at a nice little hotel quite late at night, registered for a room, and asked to be called in time to catch an early train leaving the next morning at 5:00 o'clock. I retired immediately.

The owner of this hotel acted as day clerk, night clerk, cashier, bell hop, baggage man, call boy, etc. He obviously was a rough and ready fellow, much interested in and popular with the "regulars" of the traveling fraternity, and a stickler for principle.

A knock in the still of the night awakened me, followed by a gruff announcement of "You have just 20 minutes to make your train!"

I stretched, pried open my eyes, let forth a satisfying yawn — though quite vociferous, turned over and relaxed back into a most comfortable position, tucked in the covers around my neck again and closed my eyes.

You know how sleepy you feel along about that time of the morning anyway? Well I felt that same way on this particular morning, and decided I'd go back to sleep and catch a later train.

So, I said, "All right, thanks. Guess I'll catch the next train."

His come-back was so quick and startling, that I obeyed, as if in a trance—so common at early hours in the wee A. M.

"Here, you blankety blank lazy loafer! If you think I'm going to get up at this early hour to call you, and then let you turn over and go back to sleep again, you're d...d badly mistaken. Now you get right up and get right out of there, or I will come in and pull you out!"

I felt that he meant it.

I made my train, did a big day's business that day, and went back to that man's hotel the following evening, just to thank him and have a good laugh with him over the occasion.

When I think of the way this hotel proprietor took it so upon himself to see that I got up, I have a good laugh.—Pete M. Ingold, Minneapolis, Minn.

**Regular district meetings** the year 'round have proven the most beneficial to all grain dealers of any district. A meeting every month on the same day is conducive of habit-forming attendance.

**Wisconsin and Minnesota** now have the greatest number of miles of surfaced highways, which presents a new problem to the grain and allied trades-dealers of both states in that the territory from which they formerly could rely upon for grain because of poor roads is now a thing of the past. With good roads the producer takes his grain to the highest bidding point, which is more or less determined by railroad rates, a matter which the grain dealer cannot control at will. The same holds good for purchases made by the consumer, although they do go out of their way to obtain particular brands which they have been educated to use or to deal with a particularly friendly dealer. In thousands of miles of surfaced highways in the Central West to the Pacific, the following table taken from exhibits recently presented to the Interstate Commerce Commission by the Western railroads in Docket 17000, shows mileages in 1925 as compared with 1914: Wisconsin, 28.3 in 1925 and 13.4 in 1914; Minnesota, 24.4-3.9; Texas, 20.1-10.5; California, 18.0-10.3, etc.



## Patents Granted

**1,665,404. Corn Shucking and Harvesting Machine.** John F. Crabill, La Harpe, Ill. The machine operates in the field, receiving the free ends of the cornstalks and subjecting the ears to snapping rolls.

**1,666,475. Dust Extractor.** Albert H. Stebbins, Los Angeles, Cal. The air exhaust conduit extends transversely between the spaced side walls of the collector. The jet of air is admitted thru the side wall into the curved inlet conduit.

**1,667,930. Bag-Filling Apparatus.** Louis L. Edmunds, Crockett, Cal. A traveling conveyor carries the spout and associated parts, trolley rails extending along thru which electric circuits actuate a solenoid in the spout controlling the bag-gripping means.

**1,667,611. Grain Separator.** Ernest S. Thompson, Porterville, Cal. Positioned beneath the shaking screen is an inclined board with a trap at its lower extremity. The trap comprises a stationary board and a movable plate resiliently held in spaced relation to the board, and air-current passing thru the screen and beneath the trap.

**1,665,549. Pocketed Separating Disk.** Chas. C. Ingraham, Minneapolis, Minn., assignor to Carter-Mayhew Mfg. Co., Minneapolis. As a new article of manufacture, a disk-like separator having a pocketed surface and provided with a laterally projecting agitating lug located close to its periphery and projecting from its pocketed surface.

**1,667,666. Drier for Grain and Hay.** Arthur W. Koon, Schriever, La. The apparatus has inner and outer chambers, a blower, a pipe communicating with one of the chambers and with the discharge port of the blower, a second pipe communicating with the other chamber and with the intake port of the blower, means for feeding material to last named chamber, and a pipe for conducting a heating medium into first pipe.

**1,668,244. Grain Separator.** John M. Harris, Spokane, Wash. The separator is a combination with a pair of hinged, oppositely extending inclined shaker tables having transversely extending slats, of pairs of slotted X-bars at the sides of the tables and means for securing bars in adjusted position, a pair of resilient uprights supports at the ends of the tables and stud bolts on supports, brackets for bolts on the opposite ends of the tables, and lock nuts for co-action with the brackets and bolts.

**1,665,722. Automatic Weighing Apparatus.** Wm. Timson, Soho Foundry, Birmingham, Eng., assignor to W. & T. Avery, Ltd., Birmingham. The apparatus comprises a rotatable spindle, a plurality of jaws secured on spindle at varying angles, a plurality of weights adapted to be carried in their non-acting position by the jaws, a scale lever, a plurality of jaws on scale lever for receiving weights and means for rotating the spindle whereby the weights may be deposited or removed from the scale lever.

**1,665,548. Disk Separator.** Chas. C. Ingraham, Minneapolis, assignor to Carter-Mayhew Mfg. Co., Minneapolis, Minn. The separator is a combination with a container and a plurality of pocketed separating disks working therein, of a repeat trough at one side of the container arranged to receive commingled stock from certain of the disks, a conveyor working in the repeat trough, and means at the delivery end of the repeat trough for delivering the returned stock therefrom directly back into the receiving end of the container.

**1,665,756. Grain Separator.** Clarence T. Thorbus, Minneapolis, assignor to Richardson Grain Separator Co., Minneapolis, Minn. The separator is a combination with a gang of vibratory sieves, of upper and lower grading screens below gang, a repeat screen underlying gang of sieves, and an adjustable repeat board between gang of sieves and repeat screen, operative to vary the extent of the delivery to upper and lower grading screens of material passed thru gang, said lower grading screen having an imperforate receiving section extended under the adjustable repeat board.

**1,666,370. Grain Cleaner.** Daniel Webster Detwiler, Rosebud, Alberta, Canada. Combined with the casing are a rotatably mounted and driven shaft therein, a helical flange mounted concentrically to the shaft and spaced therefrom and having a clamping web and directed substantially at right angles to the longitudinal axis of the shaft, means for rigidly supporting the flange from the shaft to cause it to rotate therewith, a cylindrical wire mesh screen enveloping the flange and bearing on the web, a helical member surrounding the screen, said screen being clamped between the helical member and the clamping web and means for feeding grain into one end of the screen.

**1,666,798. Grain Cracking Machine.** Daniel B. Taggart, Muncy, assignor to Sprout, Waldron & Co., Muncy, Pa. The grain cracking machine comprises a casing having a shaft revolvably mounted therein carrying rotary knives, stationary knives projecting inwardly from the casing into operative relation to the rotary knives, a stationary knife or knives supported below said rotary knives, and a screen encircling the rotary knives and spaced from the casing above and below said shaft so as to provide a suitable space around the knives into which material may be thrown and caused to pass by gravity into the lower part of the casing.

**1,666,476. Air Classifier.** Albert H. Stebbins, Los Angeles, Cal. A vertically disposed pipe has air inlet openings in its walls, a closed casing wound spirally around the pipe to communicate with the openings and constructed to form a spiral classifying chamber, an apertured floor-plate for the casing extending spirally around the central pipe and constructed so that the materials to be treated will slide down the floor-plate, means for delivering the materials to be treated to the upper end of the spiral casing, and means for exhausting air from the pipe to draw air into the spiral chamber thru the apertures in the floor-plate and from the chamber into the central pipe to cause the air to pick up and carry into the central pipe the lighter particles traveling along the floor-plate.

**1,666,477. Air Classifier.** Albert H. Stebbins, Los Angeles, Cal. The classifier comprises a long annular receptacle supported in an upright position and having a length that far exceeds its diameter, a fan rotatably mounted in the receptacle and having fan blades that extend thruout approximately the entire length of the long receptacle, means for producing rising air currents within the receptacle, means for delivering the materials to be treated into the receptacle so that the lighter particles will be picked up by the air, and means for rotating the fan to impart a rotative movement to the volume of air within the receptacle which will serve to throw the heavier particles outwardly by centrifugal force throughout the length of the receptacle and keep them close to the walls of the receptacle as they move downwardly therein.

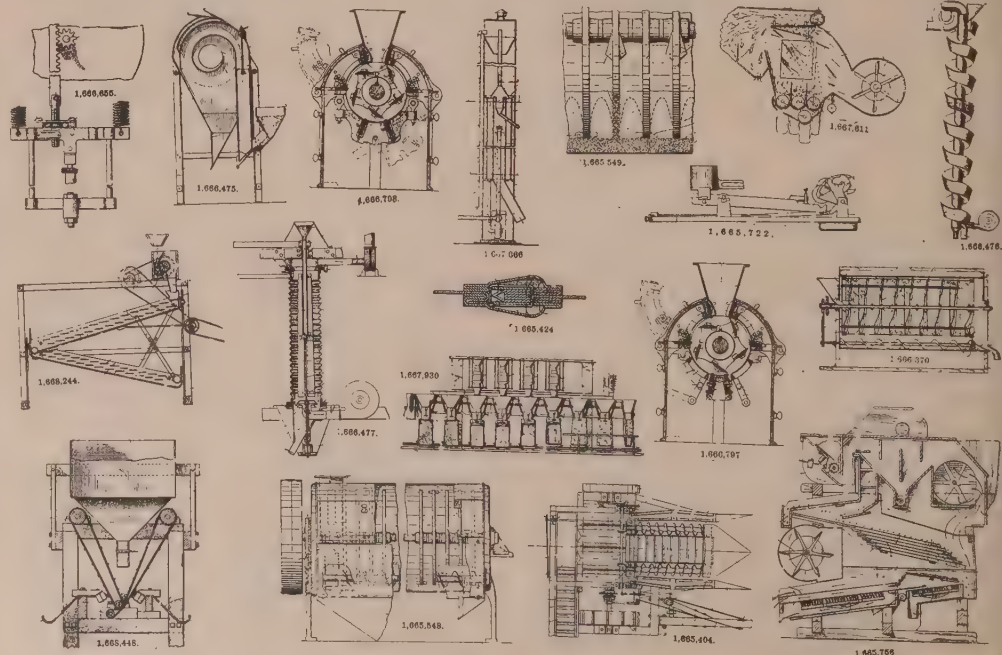
**1,665,424. Car Seal.** Frederick Strahm, Lawrence, Kan. The seal has a casing with one end open and its other end provided with a plurality of folds, a ribbon having one end secured within the folds and having its other end provided with a transverse opening and arranged to be inserted into the open end of the casing, and a yoke held within the folded end of the casing and having the outer ends of its arms arranged to be spread apart by the apertured end of the ribbon and to subsequently snap into said opening.

**1,666,655. Weight-Adjusting Mechanism.** Gustav F. Hochriem, Chicago, assignor to Rhodes-Hochriem Mfg. Co., Chicago, Ill. The weight recording element is movable with a pinion gear working with a rack and pin, a manually operated means registering with pin for raising or lowering rack bar to change its point of registration with gear, and in turn regulating the weight recorded by recording elements, a spring tensioned element contacting manually operated means for maintaining the latter in fixed position subsequent to manipulation.

**1,666,797. Grain Cracking Machine.** Simon Snyder, Muncy, assignor to Sprout, Waldron & Co., Muncy, Pa. The grain reducing machine comprises a casing containing rotary knives and stationary knives spaced apart around the rotary knives and a superposed feed hopper; the casing comprising a lower member having mounted thereon upper members of segmental form each having its lower end hinged to the lower member and having secured on the inner side thereof a perforated plate or screen spaced from its inner wall so as to provide an arcuate space for receiving granulated material; such material being caused to descend by gravity into the lower part of the casing.

**1,668,448. Seed Cleaner.** Clarence A. Balcon, Ionia, assignor to the Balcon Seed Cleaner Co., Ionia, Mich. The cleaner comprises a seed receiving trough formed from oppositely disposed endless conveyors and with the lower end of one overlapped by the lower portion of the other to form a trough with a closed bottom, means for operating conveyors in directions to cause the adjacent or inner sides of the conveyors to move upwardly to provide for the inner portions thereof removing and conveying foreign substances from the seed, and means for supporting the trough at a downward inclination to provide for the passage of the seed therethru by gravity during the operation of the conveyors.

The Berlin Grain & Produce Dealers Ass'n agreed to adopt what is known as the "Berlin grain trade customs," at a conference held recently. The decision will lead to great forward strides within the trade, it is believed, as a consequence of this action. Formerly, the disparity between trade customs and the misunderstandings and difficulties arising as the result of this disparity, caused much confusion.





# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

## CALIFORNIA

Stockton, Cal.—We have bot the Union Elvtrs. of 185,000 bus. and will operate them as a part of the system of the Taylor Mfg. Co.—J. Hartley Taylor, pres., Taylor Mfg. Co.

Trowbridge, Cal.—The Associated Mfg. Co. of Oakland is erecting a group of grain elevators in the valley, the first of which is now under construction in Trowbridge. Other ones will be erected at Wheatland, Durham and Livermore.

## CANADA

Toronto, Ont.—James Playfair has let a contract for excavation and piling for his 1,000,000 bu. elevator. Work is now under way. C. D. Howe is the engineer.

Toronto, Ont.—The Harbor Commission, which was considering the erection of a 1,000,000 bu. elevator on the water front, has decided that such an elevator is not needed at the present time.

Winnipeg, Man.—The Manitoba Wheat Pool's elevator department has announced that 80 country elevators will be built this year in Manitoba, a total of 200 men now being engaged in the work. The capacity of the elevators will be 40,000 and 50,000 bus.

Collingwood, Ont.—Before the proposed 2,000,000-bu. elevator, recently voted by the taxpayers, will be erected it is understood an appropriation from the Dominion Parliament at Ottawa of \$600,000 must be forthcoming before the project would be carried to completion. This appropriation is necessary to broaden and deepen the port channel thru solid rock. The slip at present is inadequate for such increased traffic as the new elevator would make necessary. It is understood to be very doubtful that the port here will be granted the expenditure, and a recent \$3,500,000 appropriation for ports and harbors allotted nothing to Collingwood. The people are very anxious to have an elevator in their city, so much so that they are willing to mortgage themselves for the coming three or four generations to secure same. The erection of this proposed house, contingent as it is on said harbor improvement, is said to be impractical at the best, there being no good economic foundation for the expenditure.

## COLORADO

Calhan, Colo.—The Conley-Ross Grain Co. is installing a dump in its elevator.

Platteville, Colo.—The Platteville Mill & Elvtr. Co. has installed a J-B Feed Mill.

Dailey, Colo.—Rhue Cole of Mt. Clare, Neb., is the new manager of the Dailey Co-op. Co., succeeding A. A. Pigeon.

Denver, Colo.—E. L. Rickel of the Rickel Grain Co. of Salina, Kan., is considering establishing a branch office here.

Denver, Colo.—O. M. Kellogg, pres. of the O. M. Kellogg Grain Co., recently underwent an operation for appendicitis.

Denver, Colo.—John Charles Wright, son of Albert Wright of the Longmont Farmers Mfg. & Elvtr. Co., died recently. He had been a salesman for the Empire Fuel & Feed Co., which is owned by his father.

## IDAHO

Richfield, Ida.—The local elevator of the Colorado Mill & Elvtr. Co. burned recently.

American Falls, Ida.—The Oneida Elvtr. Co. has begun the erection of a warehouse with a capacity of 80,000 bus.

## ILLINOIS

Alvin, Ill.—I am remodeling my elevator.—Geo. L. Merritt.

Saybrook, Ill.—Arends & Glabe will build a new office of brick and concrete tile.

Crossville, Ill.—E. H. Morris has installed a corn cracker and grader in his elevator.

Eureka, Ill.—The Farmers Elvtr. Co. is planning to build an addition to its office.

West Brooklyn, Ill.—Otto Krenz of Mendota is the new manager of the Farmers Elvtr. Co.

St. Francisville, Ill.—The St. Francisville Elvtr. Co., Inc., has installed a J-B Feed Mill.

St. Joseph, Ill.—The Chase Grain Co. has replaced its gasoline engine with an electric motor.

Sterling, Ill.—I expect to install new conveyors and augers before harvest.—Addison Capp, Addison Capp Co.

Marissa, Ill.—C. G. Sinn is now manager of the Marissa Elvtr. Co., taking the place of Henry Kirchhoefer, resigned.

Priscilla (Lostant p. o.), Ill.—I have installed a Kewanee Truck Lift and lowered the elevator driveway.—R. C. Phillips.

Del Rey, Ill.—The Del Rey Farmers Grain Co. has installed a Kewanee Truck Lift in its elevator.—Wm. F. Siemons, mgr.

Hinton (Shelbyville p. o.), Ill.—Fred W. Moberley's elevator burned recently. The loss was partially covered by insurance.

Elwood, Ill.—Jas. Taylor has bought my elevator after having operated it for 9 months on a rental basis.—Gordon Hannah, Chicago.

Claytonville, Ill.—We are repairing our elevator legs and contemplate installing a dust collector and moisture tester.—Beebe-Wise Grain Co.

Table Grove, Ill.—Clint Snedeker, who last year bot the Co-op. Elvtr. Co., has now bot the elevator of Bader Co. and will operate both houses.

Weedman, Ill.—The Weedman Grain & Coal Co. is installing a Kewanee Truck Lift and remodeling some of its bins. E. J. Steel is the manager.—"Squire" Cavitt.

LeRoy, Ill.—W. A. Webb, local grain dealer, has been confined to his bed the past few days. His friends in the trade hope that he will have a speedy recovery.—"Squire" Cavitt.

Millington, Ill.—Lewis and Harry V. Weeks have bot and taken possession of the Millington Farmers Grain & Supply Co. The business will be conducted under the name of the Weeks Grain Co.

Trumbull, Ill.—The grain elevator of W. C. Smith of Carmi burned recently. It contained about 500 bus. of wheat. A. J. Smith operated the plant. The loss was mostly covered by insurance.

Delavan, Ill.—E. M. Wayne is very ill in the St. Francis Hospital, Peoria, Ill., with anemia. Mr. Wayne is a director of the Illinois Grain Dealers Ass'n and well known to members of the trade.

Foosland, Ill.—David Brock has secured a leave of absence from his duties as manager of the Foosland Grain Co. and will buy and sell poultry and produce this summer. His son, James, will take his place with the Foosland Grain Co.

Ocoya (Pontiac p. o.), Ill.—We have just completed painting our 100,000-bu. elevator with mixed lead and oil in battleship grey. We also gave our metal roof a hot coat of asphalt pitch and coal tar.—Jas. McMahon, mgr., Ocoya Co-op. Grain Co.

Lincoln, Ill.—W. H. Holmes, for a number of years in the grain trade in Logan County, died recently from heart trouble and influenza. He was formerly with the Spellman Co. and later in partnership with John Maurer operated a number of elevators in this county.

Sandwich, Ill.—It was erroneously reported that Geo. W. Reinhard had resigned as manager of the Farmers Elvtr. Co.

Decatur, Ill.—The A. E. Staley Mfg. Co. contemplates the erection of a new office building 14 stories high with Bedford stone facades, costing \$1,500,000.

Sibley, Ill.—The elevator, office and feed shed of the Moore Grain Co. burned May 3 at 12:30 a. m. Loss was about \$8,500, partially covered by insurance. Little grain was in the house at the time. The firm is undecided as to rebuilding. Coal bins of the company were saved.

Decatur, Ill.—Harry R. Sawyer, vice-pres. of J. H. Dole & Co., entered the Decatur-Macon County Hospital for an operation on April 28. The operation was a success, but Mr. Sawyer will be confined to the hospital until at least the middle of May. The Joliet convention was the first convention of the Illinois Grain Dealers Ass'n that Mr. Sawyer has missed in 25 years. He wishes to be remembered to his grain dealer friends thru the Journal.

## CHICAGO NOTES.

Allen F. Moore and Walter Starr have applied for membership in the Board of Trade.

Mrs. Ella M. Axtater, wife of W. H. Axtater, a member of the Board of Trade, died May 2.

Anthony J. Mueller and John A. Cavers have applied for membership in the Board of Trade.

Aime F. Millet, a member of the Board of Trade and with the firm of Wheeler & Kenly, died recently.

The directors of the Board of Trade have set the rate of interest for May on advances on Bs/L at 5½% per annum.

The directors of the Board of Trade have ruled that October futures quotations will be posted and disseminated whenever there is trading in that future.

The wreckers have commenced work on the site of the Board of Trade's temporary quarters on South Clark St. They will be thru in about three weeks when construction will begin.

W. G. Moorehead & Co., has moved from Utilities Bldg., to 1522 Transportation Bldg. This firm recently took over the business of E. F. Havey and absorbed the business of Henry Rang.

Amendments have been posted for ballot on Rule 207 against divulging any order before execution, and on Rule 72 to provide for trading in stocks, bonds and other securities on the Board of Trade.

Theron Logan, aged 86, retired member of the firm of Logan & Bryan, was found dead May 6 in the bathtub of his apartment at the Presbyterian hospital. Born in Port Byron, N. Y., Mr. Logan came to Chicago in the early '80s and in 1892 joined the firm of Logan & Bryan of which his brother, Frank G. Logan, was a founder. He retired from business in 1901. He is survived by a daughter, Mrs. Frank C. Rathje.

## INDIANA

LeRoy, Ind.—Alman & Jones have installed a J-B Feed Mill.

Walkerton, Ind.—B. I. Holser & Co. have installed a J-B Feed Mill.

Sharpsville, Ind.—The Kiefer Feed & Supply Co. has installed a J-B Feed Mill.

New Lebanon, Ind.—The elevator of Lewis Brooks & Son burned at 4 a. m., April 28.

Brownstown, Ind.—Albert Nierman has succeeded Russell Lutes, resigned, as manager of the Farmers Co-op. Co.

Clay City, Ind.—It is reported that an elevator man at the plant of the Clay County Farmers Elvtr. Ass'n lost a hand recently in an oats conveyor.

The third annual grain dealers' short course will be held at Purdue University May 15-17. Elevator equipment and construction will be discussed and demonstrated.

Vincennes, Ind.—Igleheart Bros., Inc., has bot the Jordan Mills from the Jordan Mill & Elvtr. Co. The mills, now used as a warehouse, will probably be razed.

Hemlock, Ind.—Wm. Floyd Roler brought suit against Edward Montgomery to recover \$6,000 damages for personal injuries received July 22, last year, while the former was at the Hemlock Grain Co.'s elevator. The plaintiff alleges a cable from a hoist fell, tilting his farm wagon and throwing him to the ground, permanently injuring him.



Indianapolis, Ind.—J. W. Jordan has purchased the interests of H. J. Berry in the National Elevator Co., and will continue the business. Mr. Berry has been in poor health for some time and will take a much needed rest. He has the best wishes of a host of friends in the trade for early and complete recuperation.

Gary, Ind.—The Indiana Grain Dealers Ass'n will hold its midsummer meeting June 28 and 29 at the Hotel Gary, beginning at 1:00 p. m. the 28th. There will be a good program, limited in volume but highly important, also entertainment and a banquet. We hope to have many in attendance from both Illinois and Michigan.—Chas. B. Riley, sec'y.

## IOWA

Collins, Ia.—James Hale is installing a batch mixer.

Boxholm, Ia.—The Farmers Elvtr. Co. is repairing its plant.

Britt, Ia.—The Farmers Elvtr. Co. has installed a new truck dump.

Ackley, Ia.—The Farmers Co-op. Elvtr. Co. has installed a J-B Feed Mill.

Fort Dodge, Ia.—The Farmers Elvtr. Co. contemplates reconstructing its coal sheds.

Audubon, Ia.—The Trans-Mississippi Grain Co. has bot the plant of the Audubon Co-op. Co.

Remsen, Ia.—The Farmers Elvtr. Co. has installed a J-B Feed Mill.

Waukon, Ia.—The properties of Gilchrist Co. are now in trusteeship. L. O. Glad is the manager.

Independence, Ia.—We are considering installation of a feed grinding mill.—Ed. A. Jamason.

Gray, Ia.—The elevator of the Trans-Mississippi Grain Co., which burned last year, will not be rebuilt.

Granite, Ia.—The elevator formerly operated under the name of C. M. Riley is now operated as the Granite Grain Co.

Sulphur Springs, Ia.—A new Richardson 8-bu. Automatic Scale has been installed in the elevator of Davis Bros. & Potter.

DeWar, Ia.—We hope to construct a feed warehouse this summer, due to a growing demand for feeds.—Follett & Emert.

Hudson, Ia.—We are installing a set of 10-ton truck scales to replace our old wagon scales.—H. R. Hollis, Hudson Lumber Co.

Cedar Rapids, Ia.—The Emrich Grain Co. was declared bankrupt on April 23 and the first meeting of the creditors was held on May 3.

Percival, Ia.—Kellogg & Wilson have installed a Columbian Rope Drive in their elevator. The R. M. Van Ness Construction Co. did the work.

Fort Dodge, Ia.—Davis Bros. & Potter have increased their office space to permit added facilities for taking care of their growing business.

Bagley, Ia.—A cribbed and iron-clad 35,000-bu. annex for corn and oats will be added to the elevator of Davis Bros. & Potter in the near future.

Mondamin, Ia.—Fred Maywald has resigned as manager of the Farmers Co-op. Co. to accept a position in the office of the W. M. Bell Co. at Sac City.

Roelyn (Moorland p. o.), Ia.—The Farmers Co-op. Elvtr. Co. plans to install a new gasoline engine of about 12-h.p. in a few weeks.—P. E. Hanson, mgr.

Fredericksburg, Ia.—We are building a new garage to house the new two-ton truck which we recently added to our equipment.—Fredericksburg Produce Ass'n.

Klemme, Ia.—The North Iowa Grain Co. is co-operating with a local oil company in the purchase of five carloads of cinders to be used on a road leading to the elevator.

Aplington, Ia.—Wm. Van Gerpen has been appointed manager of the Farmers Elvtr. Co. He has succeeded Jans E. Popkes, resigned, the change being made May 1.—A. T.

Fort Dodge, Ia.—A. M. Lyders of Ellsworth has bot the Fort Dodge Feed Mill, formerly known as the Brown Feed Mill. He will install new equipment and reopen the plant.

Livermore, Ia.—The North Iowa Grain Co. is installing a 10-ton scale and air dump. C. E. Christensen, formerly manager of the Farmers Elvtr. Co. of Mallard, is local manager.—A. T.

Livermore, Ia.—Geo. Debe, who was manager of the Farmers Elvtr. Co. at Rockwell City about two years ago, has been appointed street commissioner and town marshal of Livermore.—Art.

Goldfield, Ia.—The Burt Grain Co., whose main office is at Clarion, is constructing a 20,000-bu. annex and will install an air dump in its local plant. Work started May 5.—Art Torkelson.

Hardy, Ia.—The Farmers Elvtr. Co. has bot an Ajacs Hammer Mill. Construction will start soon on a new building to house it. C. M. Heland is manager.—Art Torkelson with Lamson Bros. & Co.

Ruthven, Ia.—A number of grain checks were stolen recently from the Farmers Elvtr. Co. and several have been cashed about the country by copying the signature of Fred Grange, manager of the company.

Independence, Ia.—W. M. Weber now operates the elevator known as the West Side Elvtr., and formerly owned and operated by the Farmers Co-op. Ass'n, now out of business. He recently installed a J-B Feed Mill.

Burlington, Ia.—Wm. McCaler, aged 71, plunged 80 ft. to his death in the elevator of the Trans-Mississippi Grain Co. He was riding a manlift toward the top of the building when he either fell or stepped off.

State Center, Ia.—We have installed a Unique Vertical Batch Mixer and plan to put in another motor and a meal leg. The elevator is being remodeled to accommodate the added activity.—Geo. W. Mead, Goodman & Mead.

Garland (Morning Sun p. o.), Ia.—L. L. Peters was the highest bidder at the auction sale of the property of the Garland Farmers Elvtr. & Supply Co., buying the elevator, house, lot and contents of the store for \$2,805.

Kiron, Ia.—The elevator of Wm. Lindberg burned about one o'clock the morning of April 24. About 4,000 bus. of corn and some oats stored by farmers were destroyed. The office building, in which Mr. Lindberg lived, was destroyed.

Burlington, Ia.—The city dock is under construction but there is nothing definite as to the erection of dock facilities at our elevator. However, we are still working on the proposition.—J. G. Oertel, mgr., Trans-Mississippi Grain Co.

Sioux City, Ia.—Organization of another bureau of the Chamber of Commerce was completed recently when S. P. Mason, sec'y and manager of the Terminal Grain Corp., was chosen chairman of the grain and milling group. Freeman Bradford, sec'y of the Grain Exchange, was elected sec'y.

Carroll, Ia.—The Beach Wickham Grain Co. won its suit against M. A. Hoyt for \$6,300, alleged to have been advanced in margins on grain bot thru the Chicago Board of Trade. Hoyt refused to pay the debt on the ground that it was a gambling debt. The court decided that the debt was legitimate.

Marshalltown, Ia.—The Kessler Grain Co.'s office was broken into this past week. The marauder gained entrance by breaking a window after using a wrecking bar which he used trying to spring a window. The only missing article is a revolver that was kept in the safe. No currency is left in the office overnight.—Art Torkelson with Lamson Bros. & Co.

Marshalltown, Ia.—Several managers of farmers' elevators and their directors held a county meeting in the court house here on the afternoon of April 27. W. J. Lynch, manager of the Farmers Elevator at Green Mountain, acted as chairman. Frank Robotka, of the Extension Service from Ames, was the principal speaker. Discussion covered the growth of feed grinding among the elevators and its success as a side line, and the ever important subject of credits. It was felt that farmers' elevators should get on a cash basis or as near thereto as possible for their own sake. Too liberal extension of credit is folly and has been the principal cause of many elevators going broke. The cash basis has been uniformly successful almost everywhere it has been tried.

## KANSAS

Frizell, Kan.—I have wrecked my feed elevator.—H. E. Hill.

Wichita, Kan.—Glen Vancey has resigned as local manager of the office of Goffe & Carkener, Inc.

Paola, Kan.—The Paola Mill & Elvtr. Co. is installing a truck scale.

Blue Mound, Kan.—The Farmers Co-op. Ass'n plans to install a sheller.

Kincaid, Kan.—Hensley & Brosius have installed a new corn sheller.

Smith Center, Kan.—The Derby Grain Co. is installing 10-ton truck scales.

Chase, Kan.—The Farmers Elvtr. Co. is adding gas and oil as a side line.

Lane, Kan.—D. C. Whittaker has overhauled the machinery in his elevator.

Copeland, Kan.—The Co-op. Equity Exchange is installing a new head drive.

Colony, Kan.—The Colony Elvtr. Co. has built a new building for coal storage.

Manhattan, Kan.—The Farmers Union Co-op. Co. has installed a J-B Feed Mill.

Arma, Kan.—The Arma Elvtr. & Mercantile Co. plans to install a corn cracker.

Nickerson, Kan.—The Farmers Co-op. Elvtr. Co. has installed new cups and belts in its elevator.

Osborne, Kan.—A windstorm slightly damaged the elevator of the C. E. Robinson Elvtr. Co. on April 13.

Salina, Kan.—The elevator previously owned and operated by L. O. Baber has been bot by Frank Madden.

The Kansas Grain Dealers Ass'n is planning to hold 19 district meetings thruout the state, commencing on May 29.

Gray (Grayling p. o.), Kan.—E. C. Bates has succeeded John C. Dow as manager of the Farmers Grain & Supply Co.

Stafford, Kan.—Ed Bates, formerly of the Farmers Elvtr. Co. of Gray, is now manager of the Stafford Grain & Supply Co.

Lyons, Kan.—The dust house of the Frisco Elvtr., owned by the Central Kansas Mlg. Co., was slightly damaged by fire April 29.

Meade, Kan.—O. C. Glenn, formerly manager of the Farmers Elvtr. Co. at Haviland, is now connected with the local Farmers Elvtr. Co.

Buhler, Kan.—J. J. Buhler, vice-pres. of the Buhler Mill & Elvtr. Co., has been elected pres. of the newly organized Chamber of Commerce.

Liberal, Kan.—The B. C. Christopher Grain Co. of Kansas City, Mo., is opening a branch office in Liberal. Tom Sullivan will be in charge.

Marion, Kan.—We have sold our local elevator to the Marion Co-op. Equity Exchange, which company now owns both local elevators.—F. A. Derby.

Emporia, Kan.—The Lord Grain Co. is completing a 20x24-ft. three-story addition to its feed mill. New machinery is being installed in the addition.

Arkansas City, Kan.—J. B. Geis, formerly with the Wichita Terminal Elvtr. Co. of Wichita, is now manager of the grain department of Kansas Mill & Elvtr. Co.

Iuka, Kan.—Bruce Carlton and brother, Harold Carlton, of Americus have bot the two elevators which have been owned by Guy Sitton of Pratt. They will be managed by Harold Carlton.

Atchison, Kan.—The new storage under construction, which we expect will be completed by July 1, is of 200,000 bus. capacity. A. W. Shelley is now the general supt. of our plant.—J. W. Blair, Blair Mlg. Co.

Salina, Kan.—Work has started on the first unit of the terminal elevator being erected by the Shellabarger Mill & Elvtr. Co. The new elevator will have a capacity of 1,000,000 bus. and will be completed in about five months. The Macdonald Engineering Co. has the contract.

Ness City, Kan.—The Home Elvtr. Co. was a co-partnership operated by L. T. Pemberton and H. I. Floyd. It was bot by the Ness City Lumber Co. which is owned by L. E. Schroyer and will be styled the Ness City Lumber Co., of which it is a part. It will be managed by A. F. Ernst, Jr., of Omaha.—L. E. Schroyer, Ness City, Kan.

Murdock, Kan.—The Murdock Equity Union sold out to the Southwest Grain Co. of Hutchinson. Three years ago I bot out the Southwest Grain Co. and operated the business as the Southwestern Grain Co., M. A. Richardson, owner. I have recently sold the property to the Red Star Mlg. Co. and gave possession May 1. I will remain as local manager.—M. A. Richardson.



Hillsdale, Kan.—B. H. Fessenden, who bot the plant of the bankrupt Farmers Elevtr. Co. a year ago, has installed a new motor. He also bot the elevator of Mark Egan and is now the only elevator operator in the town.

Cairo (Cunningham p. o.), Kan.—W. S. Grier bot an old elevator at Preston from the Farmers Elevtr. Co. The farmers built a new elevator a year ago and could not use the old one. Grier tore it down and is going to rebuild it in Cairo. —L. L. Fitzsimmons, mgr., Cairo Co-op. Equity Exchange.

Mercier, Kan.—The plant of the Farmers Grain & Supply Co., consisting of an elevator, scales, cribs, coal sheds and a four-room cottage, was sold at auction recently for \$4,350, the purchaser being the Heald Grain Co. of St. Joseph. The elevator was built eight years ago at a cost of \$9,000.

Topeka, Kan.—The Topeka Flour Mills Co. had a fire loss of about \$1,000 Apr. 21 when fire started in a small building in which its oil burner equipment for heating the plant is located. Damage was done to the roof of the building and the motor which operated in connection with the oil burner.

Meriden, Kan.—Fire recently destroyed the elevator of G. M. Casebier and an adjoining warehouse. The contents destroyed included 1,000 bus. of corn and nearly a carload of feed. The buildings were owned by J. W. Davidson of Emporia. Mr. Casebier carried some insurance on the contents. He has bot the old Dobbs elevator and will continue business there.

## HUTCHINSON LETTER.

The Security Elevtr. Co. has let a contract to the Jones-Hettelsater Construction Co. for an addition of eight concrete storage tanks having a capacity of 350,000 bus. This will give the company a total capacity of 1,100,000 bus.

H. C. Morton, formerly ass't manager, has been made manager of the Farmers Commission Co. to succeed Everett Hardgrove, resigned. Gene Bates, formerly manager of the Stafford Grain & Supply Co. at Stafford, is the new ass't manager.

Art Johns, who has been connected with the Wichita Terminal Elevtr. Co., will succeed Hal Davis as manager of the Kansas Grain Co. Mr. Davis will become associated with the new terminal elevator company organized by Bruce Young and Fred F. Burns.

The membership of Fred Hipple in the Board of Trade has been transferred to Paul E. Bartlett of the Hall-Baker Grain Co. Membership of G. C. Hipple, who recently went to Omaha, has been transferred to A. W. Estes, who will join his father, G. D. Estes, manager of the Midwest Grain Co. and pres. of the Board of Trade.

The Western Terminal Elevtr. Co., a newly organized concern, has let a contract to the Jones-Hettelsater Construction Co. for the erection of a 200,000-bu. terminal elevator. Bruce F. Young is pres. of the new company, which is capitalized at \$100,000, and Fred F. Burns is vice-pres. Hal Davis, who is retiring as manager of the Kansas Grain Co., is sec'y-treas. and will be manager of the new plant.

## KENTUCKY

Bowling Green, Ky.—The Bowling Green Mill, owned by Geo. T. Massey, burned recently with a loss of \$7,000. A tenant house and store adjacent to the mill burned also.

## MARYLAND

Baltimore, Md.—Wallace Calvert of Manassas, Va., has applied for membership in the Chamber of Commerce.

Baltimore, Md.—Chas. England, former pres. of the Chamber of Commerce, has been confined to his home by a heavy cold.

Baltimore, Md.—The son of the late Thos. Johnston, T. Wilson Johnston, will continue the business of Thos. Johnston & Co.

Westminister, Md.—An extra large stock of poultry feed stored in the warehouse of Englar & Sponseller caused the floor to give way, dropping 25 tons of the product thru to the cellar. The damage has been repaired.

## MICHIGAN

Sturgis, Mich.—Blue & Gillhans have installed a J-B Feed Mill.

Fairgrove, Mich.—The Wallace & Morley Co had a slight loss by windstorm recently.

Fowler, Mich.—The plant of the Farmers Co-op. Elevtr. Co. was slightly damaged by windstorm recently.

Shepardsville, Mich.—The elevator of A. B. Bullard & Son was damaged by fire April 20. The fire was discovered at 10 p. m. and is believed to have been caused by a hot box on a line shaft. The loss was covered by insurance.

Kawkawlin, Mich.—The Kawkawlin Bean & Grain Co. will rebuild its elevator which burned recently. New motors, feed grinder, cob crusher, scales, corn sheller and wagon dumps will be installed. The plant is owned by J. E. Martindale of Bay City.

## MINNESOTA

Pennock, Minn.—The Pennock Farmers Elevtr. Co. will go out of business.

Aldrich, Minn.—Archie Wilkins has resigned as manager of the Farmers Elevtr. Co.

Minneapolis, Minn.—Memberships in the Chamber of Commerce were quoted recently at \$3,500.

Redwood Falls, Minn.—C. A. Dewerd has installed new motors and a feed mill in his elevator.

Minneapolis, Minn.—J. W. Avery, head of the grain department of the Pillsbury Flour Mills Co., died May 5 while playing golf.

Minneapolis, Minn.—The Imperial Meal Co. has let a contract to the Hickok Construction Co. for an elevator to cost \$10,000.

Minneapolis, Minn.—Privilege of corporate membership was granted the Broker Grain Co. at a meeting of the directors recently.

Minneapolis, Minn.—W. B. Hatch and Leo Hatch have bot the interest of H. W. Broker in the Broker-Lydiard-Hatch Co. and the firm will now be known as the Lydiard-Hatch Co.

Duluth, Minn.—John P. Mitchell, who, since the death of his father, W. C. Mitchell, has been pres. of the W. C. Mitchell Co., has moved to Minneapolis to be in the office of the company there.

Halloway, Minn.—A movement is under way to reorganize the Farmers Elevtr. Co. on a straight stock basis. This is being done in order to provide for the rebuilding of the elevator which burned more than a year ago.

Fairfax, Minn.—The Fairfax Mfg. Co. of Red Wing incorporated; capital stock, \$100,000; by Geo. E. Meech of Middletown, Conn., Jacob J. Schevelove of Newark, N. J., Harold M. Meech and John Dengler, both of Red Wing. This company has a mill and elevator at Fairfax.

## MISSOURI

Osborne, Mo.—The Osborne Elevtr. Co. has installed a J-B Feed Mill.

Cainesville, Mo.—J. W. Weldon is rebuilding his mill which burned last fall.

Kansas City, Mo.—Frank J. McDermott is the new supt. of the Murray elevator of the Norris Grain Co.

Kansas City, Mo.—The Rodney Mfg. Co. has awarded a contract for the addition of 200,000 bus. to its wheat storage capacity.

St. Joseph, Mo.—Monte U. Norton has been elected a director of the Grain Exchange to fill a vacancy on the board.—Sec'y N. K. Thomas.

St. Joseph, Mo.—The Dannen Hay & Grain Co., incorporated; capital stock, \$20,000. H. L. Dannen has 96 shares of stock and one share each is held by four individuals. This firm has been established for some time.—P.

St. Joseph, Mo.—The Aunt Jemima branch of the Quaker Oats Co. has announced plans for an expansion program. A 2,000,000-bu. grain elevator consisting of 48 concrete tanks, three new 10-story buildings, and numerous other improvements are proposed.

St. Louis, Mo.—The business of the Wm. D. Orthwein Grain Co. has been liquidated. A new corporation to be known as the Orthwein Grain Co. is being formed by Aderton Samuel, who has been with the old firm for 28 years. Mr. Samuel will be pres. of the new company.

St. Louis, Mo.—Our River House was not known as the Burlington Elevtr., but was the river loading connection of the Burlington Elevtr. The fire we suffered in February merely destroyed this facility and was of no great consequence. We are rebuilding the river loading facilities which when completed will give us a loading capacity rated at 50,000 bus. per hour to barges, being served by two 42-in. conveyor belts, powered with 75-h. p. motors each.—Marshall Hall Grain Co.

## MONTANA

Choteau, Mont.—H. E. Seright has succeeded the late T. J. Thompson as manager of the Rocky Mountain Elevtr. Co.

Plevna, Mont.—Mr. Collins of Bismarck and August Reich of Elgin, N. D., have bot the elevator of Karl Hepperle. The new owners will take possession about June 1.

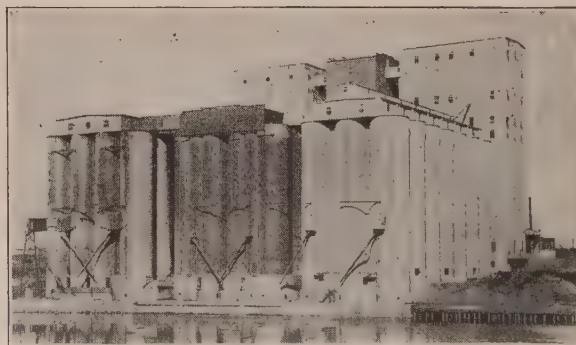
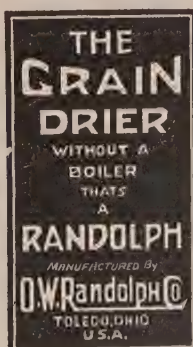
Glasgow, Mont.—The International Elevtr. Co. will install a large steel boot tank, rebuild its pits and revise the motor head drives. The Hickok Construction Co. has the contract.

Havre, Mont.—The Farmers Grain Dealers Ass'n of Montana will hold its second annual meeting here on June 18 and 19, convention headquarters at Havre Hotel.—P. A. Lee, sec'y.

The gross business of the Montana Central Elevtr. Co. in the state of Montana for 1927 was \$1,430,232, the annual statement filed recently showed. The company is capitalized at \$50,000.

Stevensville, Mont.—The Stevensville Flour Mill Co. is considering moving its 50-bbl. mill and elevator from the present site on the Northern Pacific branch in to town. This portion of the branch of the railroad is to be abandoned when the new east side railroad line is finished. The plant was built in 1917.

Glendive, Mont.—The Eastern Montana Elevtr. Co. has awarded contracts to the Hickok Construction Co. for three new elevators on the Glendive-Circle-Brockway Northern Pacific line. The elevators will be located at Circle, Brockway and Rimroad. The company last winter built an elevator at Lindsay which, with the three elevators to be constructed this spring, will give the company facilities for handling grain in all of the territory served by the new railroad.



Consolidated Elevator, Fort William, Ontario.  
1,500,000 bushels capacity.

This plant is equipped with a Randolph Direct Heat Grain Drier



Rosebud, Mont.—We intend to install a truck dump and new motor to modernize our plant the coming season, gas or oil engine preferred, with lighting plant included. Plant is already wired but town power plant is idle.—E. Bryson, mgr., Snell Bros.

Conrad, Mont.—I am now located at Conrad in the general contracting business. I am installing several new 10-ton Fairbanks Scales and Strong-Scott Dumps for the Montana Central Elvtr. Co.—T. J. Sollom. (Mr. Sollom was formerly agt. for the Rocky Mountain Elvtr. Co. at Columbia Falls, Mont.)

## NEBRASKA

Crawford, Neb.—Lee Halstead of Hay Springs is considering building an elevator here.

Staplehurst, Neb.—The Nebraska-Iowa Grain Co. is installing a dump in its elevator.

Crookston, Neb.—The Crookston Elvtr. Co. is building a 24x48 ft. warehouse for feeds.

Fremont, Neb.—A cold molasses mixing process is being installed by the Johnson Milling Co.

Cozad, Neb.—The radio and typewriter of the Farmers Elvtr. Co. were stolen from the office recently.

Charleston, Neb.—Claude Micham has succeeded his brother, Herbert Micham, as manager of the Farmers Elvtr. Co.

Homer, Neb.—The Omadi Co-op. Grain Co. is considering the installation of a pneumatic truck lift.—J. W. Blacketer, mgr.

Walthill, Neb.—An "L" type Winter Truck Lift is being installed in the elevator of Holmquist Grain & Lumber Co.—O. A. Whitehead, agt.

Verdigre, Neb.—The mill plant of John Pavlik & Sons burned April 22 with a loss of \$50,000. It is understood the loss is covered by insurance.

Blair, Neb.—Rivett Lumber Co. is installing a Van Ness Electric Truck Lift and remodeling its elevator. R. M. Van Ness Construction Co. is doing the work.

Lodge Pole, Neb.—C. A. Fuelscher, who recently bot the elevator of the Carlson & Peterson Grain Co., is operating it under the name of the Lodge Pole Grain Co.

Rosalie, Neb.—The strong winds late last month tore the doors out of one end of the driveway in the Holmquist Grain & Lumber Co.'s elevator.—C. O. King, agt.

Fremont, Neb.—John Bauer, formerly local manager of the Nye-Schneider-Fowler Grain Co., died recently at Rochester, Minn. He went to Sterling, Colo., from Fremont.

Filley, Neb.—The Nye-Jenks Grain Co. will rebuild its elevator which burned recently. The loss was about \$12,000 with \$3,000 insurance. About 8,000 bus. of grain burned.

Alliance, Neb.—A Miracle Ace Feed Grinder and flour and elevating machinery are being installed in the plant of Geo. Neuswanger by the R. M. Van Ness Construction Co.

Raymond, Neb.—Herbert Micham of Charleston has succeeded Mr. Robb as manager of the Farmers Elvtr. Co. Mr. Robb is now manager of the Farmers Elvtr. Co. at Fairfield.

Mead, Neb.—H. Fenerstein has succeeded Mr. Harlen as manager of the Farmers Elvtr. Co. Mr. Harlen and his family will make an extended trip to the Pacific coast in a house truck.

Crab Orchard, Neb.—Wm. McNeill of Kansas City has bot the local elevator of the Nye Jenks Grain Co. He will operate it under the name of the Crab Orchard Grain Co. R. E. Lindolph is manager.

Mitchell, Neb.—C. E. Scriven has bot the Mitchell Elvtr. Fred Petch had a feed farm and it burned recently, so that leaves only the Mitchell Elvtr.—V. M. Eikenberry, mgr., Mitchell Elvtr.

Peru, Neb.—Harry Hutchinson, Jr., and Cleve Coatney have bot most of the stock in the Farmers Elvtr. Co. and will have charge of the business. J. B. Parrott, who has been manager for two years, may return to farming.

Lincoln, Neb.—The Supreme Court on Apr. 24 held that the Lincoln Grain Co. had a right as a public warehouseman under the state warehouse law to issue receipts on its own grain, in the suit brot by the First National Bank of Lincoln. The company borrowed money with the warehouse receipts as security.

Hay Springs, Neb.—The partnership of Halsted & Marchant, owning and operating the Hay Springs Grain Co., has been dissolved. Mr. Marchant will continue to operate the business and Mr. Halsted will re-enter the jewelry business.

Walthill, Neb.—A Winter Pneumatic Truck Lift and a 15-ton scale are being installed by Cherney & Watson. Some consideration is being given the idea of installing a feed grinding unit.—J. T. Forristal, mgr., Cherney & Watson Elvtr.

Lyons, Neb.—Paine Bros. have installed a new 15-ton Fairbanks Truck Scale. They plan to reconstruct the driveway in their elevator and install a pneumatic truck lift and may change from gas engine to electric power at the same time.

Mt. Clare, Neb.—Pigeon Bros. of Dailey, Colo., have bot the plant of the Farmers Union Elvtr. Co. The new owners will operate the business. Rhue Cole, who has been manager of the plant, will go to Dailey, Colo., where he will manage the Farmers Elvtr. Co.

Ord, Neb.—The T. B. Hord Grain Co. was held liable by the Supreme Court to Mrs. Anna Sindelar for \$2,774 worth of grain she claimed was stored in the company's local elevator. The company alleged its records did not show any such storage and that signs were posted about the elevator stating it was not a storage warehouse. Mrs. Sindelar's son said he had not seen the signs and that the manager took the grain and held it for months, under orders.

Lyons, Neb.—A. Moseman has moved the elevator he bot from the Farmers Co-op. Co. two years ago, across the tracks of the C. B. & Q. and has placed it against the south side of his old elevator so that both houses can be operated as a unit. This makes his total capacity about 36,000 bus. Mr. Moseman has a number of improvements in mind, including the installation of a 10-ton truck scale, corn cracker, hammer mill, batch mixer, and an air lift. A considerable demand on the part of feeders for mixing private formulas has developed Mr. Moseman's territory.

## NEW ENGLAND

Portland, Me.—We are now out of business.—Chas. B. Varney Co.

Bellows Falls, Vt.—Frank Adams has installed a corn grader.

Lawrence, Mass.—The elevator of the Lawrence Coal & Grain Co. burned recently with a loss of \$50,000.

Boston, Mass.—An active certificate of membership in the Grain & Flour Exchange was sold recently at \$1,000 net.

## NEW YORK

New York, N. Y.—Samuel A. Brown has applied for membership in the Produce Exchange.

Jamestown, N. Y.—The Ames-Burns Co., wholesale and feed grain dealers, has increased its capital stock from \$50,000 to \$100,000.

New York, N. Y.—R. F. Scott has severed his connections with the grain brokerage firm of Brandt & Quain and will go into the business on his own account.

## BUFFALO LETTER.

The Buffalo Flour Mills Corp. will rebuild the portion of its mill which burned Mar. 27 with a loss of \$200,000.

James G. McKillen was recently elected pres. of the Corn Exchange; Cyrus C. Lewis was re-elected vice-pres., and Edgar B. Black was elected treas., and Fred E. Pond, sec'y and ass't treas.

Buffalo, N. Y.—The International Mlg. Co. has been granted a building permit for the concrete extension it is adding to its elevator. The building will have a capacity of 750,000 bus., giving a total capacity of 3,500,000 bus.

Buffalo, N. Y.—The official staffs of the elevators operated by the Eastern Grain & Elvtr. Corp. have been reorganized due to the death of Louis W. Rammacher, general supt. At the Concrete-Central, Leon R. Lavigne has been made supt. with John F. Ehnders, ass't; at the Electric, Chas. Peglau has been appointed supt. with Wm. Rammacher, ass't; at the Mutual, James O. Burns is now supt. and John Mack, ass't.

## NORTH DAKOTA

Grand Forks, N. D.—The unused elevator and warehouse belonging to the Russell-Miller Mlg. Co. burned April 23 with a loss of \$10,000.

Valley City, N. D.—Jos. Olson, mgr. of the Farmers Elvtr. Co., had a narrow escape from death when the cable in the manlift broke and dropped him 40 ft. He suffered a fractured leg and a few bruises.

McVile, N. D.—The Freeborn Elvtr., which burned last year, did not rebuild, but discontinued its business and the McVile Independent Elvtr. Co. built on the site. I have no connection with any grain business here.—H. B. Freeborn.

## OHIO

Pleasant Hill, O.—The Farmers Exchange Co. has installed a J-B Feed Mill.

Lodi, O.—The Lodi Equity Exchange will repair its buildings this spring.

New Madison, O.—The New Madison Grain Co. has installed a J-B Feed Mill.

Hicksville, O.—The Hicksville Grain Co. has enlarged its seed and wool storage capacity.

Scotts Crossing (Delphos p. o.), O.—The Shank Grain Co. has installed a J-B Feed Mill.

Montpelier, O.—Geo. A. Shaffer is installing a Sidney Corn Sheller, elevator and other equipment.

Stryker, O.—Ellis Wyse is now manager of the Farmers Elvtr. Co., taking the place of the late Frank Johnson.

Lykens (Chatfield p. o.), O.—Mail addressed to Newton Jump has been returned marked "Does not receive mail here."

Lippincott (West Liberty p. o.), O.—Osborne & Johnson are installing a Sidney Roller Bearing Corn Sheller in their elevator.

Jenera, O.—O. W. Cole has resigned as manager of the Farmers Elvtr. Co. to become manager of the Farmers Exchange Co. at Xenia. He will be succeeded by Chas. George, who has been ass't manager of the Farmers Co-op. Co. at McComb.

## GRAIN DRIERS

for

**COARSE GRAINS,  
SEED CORN,  
BEANS,  
PEAS, ETC.**

## ROTARY DRIERS

for

**MEAL, GRITS, STERILIZING PACKAGE GOODS, ETC., AND GRANULAR PRODUCTS OF ALL KINDS.**

*We would be pleased to correspond with you.*

**WILLEY-ELLIS CO.**

**1223 S. Talman Ave., Chicago  
210 N. 13th St., Philadelphia, Pa.**



De Lisle (Arcanum p. o.), O.—I have sold my elevator to M. J. Runner and am out of the grain business for the present.—Elmer Drew.

Williamstown, O.—The Williamstown Exchange is the name under which C. B. Hammond is operating the elevator he took over Feb. 1.

Tobias (Marion p. o.), O.—The elevator of Heinla, Likins & Monnette burned recently with a loss estimated at \$12,000. The loss was partly covered by insurance.

Carey, O.—The Carey Mill & Elvtr. Co.'s plant burned May 3. The loss is estimated at \$150,000. Fire departments were summoned from Upper Sandusky, Findlay, and Fostoria, to assist the local department, but were unable to check the flames.

Mt. Vernon, O.—A special group meeting of the Ohio Grain Dealers Ass'n will be held at the Curtis Hotel, May 17 at 6:30 p. m. Dinner will be followed by heart-to-heart talks by everyone. Non-members are as welcome as members.—W. W. Cummings, sec'y.

## OKLAHOMA

Seiling, Okla.—The Hammond Produce Co. has built a feed warehouse.

Noble, Okla.—The Noble Gin Co. will rebuild its elevator which burned in March.

Dover, Okla.—Oscar Robinson has leased the elevator of the Farmers Elvtr. Co.

Pond Creek, Okla.—The new grain office of E. W. Johnston has been completed.

Tahlequah, Okla.—The Tahlequah Mill & Elvtr. Co. has installed a J-B Feed Mill.

Waynoka, Okla.—The Oklahoma Wheat Pool Elvtr. Corp. has bot the elevator of Barker Bros.

Enid, Okla.—The Great Plains Mill & Elvtr. Co. is preparing to build a 500-bbl. mill and grain elevator.

Bennington, Okla.—The elevator of the Bennington Grain Co. was damaged \$1,000 by fire on April 30.—P.

Allen, Okla.—R. B. and Fred Page are operating their elevator under the name of the Page Elvtr. Co. with Fred Page as manager.

Stillwell, Okla.—The Farmers Grain Co. and Whitaker Bros. Mfg. Co. have consolidated and will do only a wholesale business.

Manchester, Okla.—The Manchester Mill & Elvtr. Co., which has been operated by the State Line Grain Co., has been closed.

Butler, Okla.—The storage plant of the Zobisch Grain Co. has been completed. The old structure burned about two months ago.

Seiling, Okla.—The Smith-Crain Produce Co. of Fairview has opened a local branch office in Seiling with Cal U. Palmer of Canton as manager.

Enid, Okla.—Page Lehmon of Minneapolis has taken charge of the interests of the Pillsbury Flour Mills Co. in Enid. He will manage the mill and elevator now under construction.

Elk City, Okla.—We are repairing and re-planting our elevator at Elk City, and putting in new truck scales at our house in Carter.—Paul E. Peeler, mgr., Roger Mills Co-op. Ass'n.

Thomas, Okla.—Dr. T. A. Jones has bot the controlling interest in the plant of the Thomas Mfg. Co. and will assume active management of the business. Dr. Jones acquired the interest of Roy Frymire and John D. Garner.

Billings, Okla.—Wm. Hayton & Son have bot the business of the Geo. Burgin Grain Co., which until a year ago was owned by the Enid Mfg. Co. The new owners now have two elevators in Billings, having erected a new one the past year.

## OREGON

Helix, Ore.—The Farmers Mutual Warehouse Co. has awarded a contract to the Hickock Construction Co. for a 120,000-bu. cribbed elevator. The house will be covered with galvanized corrugated steel.

Helix, Ore.—The Interior Warehouse Co. of Portland, a subsidiary of Balfour, Guthrie & Co., has leased the properties of the Helix Mfg. Co., consisting of a large grain elevator and warehouses. The Astoria Flouring Mills have been operating the properties as a general grain plant, and extensive alterations will be made immediately to facilitate the handling of bulk grain.

Portland, Ore.—John Steve Hanna, for many years supt. of the Northwestern Dock & Elvtr. Co., a subsidiary of Strauss & Co., Inc., died recently. Mr. Hanna had been connected with local grain interests since 1898.

J. K. Mullen of Denver, Colo., has filed papers of incorporation for the Oregon Mfg. Co., a new subsidiary of the Colorado Mfg. & Elvtr. Co. The new company, in which Mr. Mullen's sons-in-law, Oscar Malo and John Dower, are officers, will operate in Oregon. Two elevators, one at Ontario and one at Nyssa, Ore., will be built this spring. F. S. G. William will be in charge of the Ontario elevator.

Portland, Ore.—The Nissho Co., Ltd., has been organized with a capital of 1,000,000 yen, having head office at Osaka and branches at Kohe, Toyko, London, Bombay, Shanghai and Fort Worth. The company will take over part of the main lines of business conducted by Suzuki & Co., Ltd., such as wheat, flour, sugar, cotton, steel, fertilizer, rice, beans and rubber. Altho former members of Suzuki & Co. are organizers of the new firm, the Nissho Co. has not taken over any of the liabilities or assets of Suzuki.

## PENNSYLVANIA

Erie, Pa.—The writer, after being in the south for the past year has returned to Erie and taken over his former grain business, which he had sold to Kelsey & Zimmer, and is doing business as in the past.—Eugene H. Suerken.

## SOUTH DAKOTA

Huron, S. D.—Sheldon F. Reese has completed the rebuilding of two of his coal sheds.

Onida, S. D.—The Sully County Co-op. Co. will build a 30,000-bu. elevator to care for the new crop.

Buffalo Gap, S. D.—El. C. Smott has bot the interest of his partner, W. F. Nolan, in the Black Hills Grain & Seed Co.

Milbank, S. D.—A locomotive spark is given as the cause of a small loss to the elevator roof of the Miller Elvtr. Co. on April 30.

Scotland, S. D.—Lance McLachlan, formerly second man, has succeeded J. G. Berg as manager of the Western Terminal Elvtr. Co. Mr. Berg will move to Wyoming.

Willow Lakes, S. D.—H. B. Freeborn has been elected manager of the Farmers Elvtr. Co. to succeed Geo. B. Lee who resigned to take a road position with C. C. Wyman.

Lane, S. D.—The Farmers Elvtr. Co. is contemplating extending a new addition to the east side of its office this year. This has been a long felt need for room and will be a big improvement.

Midland, S. D.—Ed Van Hove, Albert Sindt and A. T. Schultz have filed a petition asking the dissolution of the Farmers Elvtr. Co., stating that the elevator has not paid a dividend in the last five years.

## SOUTHEAST

Atlanta, Ga.—Mark B. Byron, Sr., who established a grain brokerage business here in 1878 and then in the early nineties went to Cincinnati where he engaged in the same business for a number of years, died recently.

## TENNESSEE

Carthage, Tenn.—The Carthage Grain Co. incorporated; capital stock, \$24,000; by W. H. Turner, J. L. Fisher, R. Fisher, Robert E. Turner and Thos. J. Fisher.

Nashville, Tenn.—The plant of the Southland Mill & Elvtr. Co. was damaged by a fire recently, which started in the dust collector in the rear of the elevator.—P.

Watertown, Tenn.—The Watertown Grain & Feed Co. and the Checkerboard Store, Lebanon, have united their businesses. The partners are Rial Jennings, H. H. Davis and H. B. Hudson.

Nashville, Tenn.—Fire starting in the dust collector caused \$2,500 damage to the plant of the Southland Mill & Elvtr. Co., owned by H. G. Hill, recently. Prompt work of local firemen saved the plant.

Cleveland, Tenn.—Contract has been let for the construction of a new 350-bbl. unit to our present plant. The building will be of brick. Work will begin immediately and we hope to have the new unit in operation by Oct. 1.—Cleveland Mfg. Co.

## TEXAS

Cuyler, Tex.—The elevator of W. B. Johnston has been repaired.

Stringer (not p. o.), Tex.—We will build an elevator here soon.—Edwards Grain Co.

Aiken, Tex.—J. E. McAvoy is reported to be interested in establishing grain elevators and feed mills in this vicinity.

Amarillo, Tex.—The Panhandle Grain Dealers Ass'n will hold its annual meeting in Amarillo on May 17.—J. N. Beasley, sec'y.

San Juan, Tex.—The Valley Grain & Elvtr. Co. has applied for membership in the Texas Grain Dealers Ass'n.—Sec'y H. B. Dorsey.

Lubbock, Tex.—Tom West of the West Grain Co. has discontinued his office in Fort Worth and opened one here for general grain merchandising.

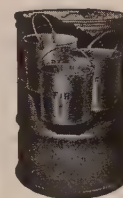
Fort Worth, Tex.—Frank Vandever, formerly in the grain business in Oklahoma City, Okla., is now connected with the W. B. Stowers Grain Co.

Throckmorton, Tex.—The Graham Mill & Elvtr. Co., owned by S. R. Crawford of Dallas and Sam Criswell of Graham, is building an elevator here.

Follett, Tex.—The Farmers Grain & Supply Co. has awarded a contract to the Star Engineering Co. for a 20,000-bu. elevator. Construction will start at once.

San Angelo, Tex.—L. R. Hall is manager of Hall Bros. Grain Co., successor to the West Texas Elvtr. & Grain Co. L. R. Hall and F. V. Hall bot out the third member of the latter firm, J. H. Story, and changed the name of the business. F. V. Hall is not active in the business.

[Grain Trade News Concluded on Page 583.]



## FIRE BARRELS

not only provide an effective method of fighting fire, but affect a material reduction in the cost of insurance. And when filled with a solution of

### High Test Calcium Chloride

they are protected against freezing and evaporation. You need these safeguards. Write for further particulars.

**Carbondale Fire Protection Co.**  
Carbondale, Penn.

## Safe and Sure

Isn't it better to know that your elevator is protected against lightning, than to always face this greatest of hazards with no protection? You don't want to lose your elevator, so why not protect it.

The Dodd System of Lightning Protection not only protects your elevator but reduces the cost of your insurance.

Write For Particulars

**Dodd & Struthers**  
Des Moines, Iowa



1907

1928

# Western Grain Dealers Mutual Fire Insurance Company

Hubbell Building

Des Moines, Iowa

**25%**  
**Saving**

Fire and Tornado Insurance

Elevators

Mercantile

Dwelling

Full Coverage

Auto Insurance

*The Company is fully protected. Are You?*

D. O. Milligan, Sec.

J. A. King, Pres.

## TRI-STATE MUTUAL GRAIN DEALERS FIRE INSURANCE CO.

LIVERNE, MINN.

We write Fire and Tornado Insurance covering Grain Elevators and contents, also Dwellings and Mercantile property.  
**OVER HALF A MILLION DOLLARS RETURNED TO OUR POLICYHOLDERS IN 26 YEARS**

ASK ABOUT OUR SAVING PLAN

E. A. Brown, Pres.  
W. J. Shanard, Vice-Pres.

W. Z. Sharp, Treasurer  
E. H. Moreland, Secretary



### Those Elevator Owners

who are going through next harvest with a minimum of operating trouble are now installing anti-friction bearings on their equipment, particularly their head shafts.

Such an installation means a decided lowering of power and maintenance costs besides preventing interruption of business caused by breakdowns or fire due to bearing failure.

**GRAIN DEALERS NATIONAL MUTUAL FIRE INS. CO.**  
INDIANAPOLIS, INDIANA

J. J. Fitzgerald  
Secretary-Treasurer  
Indianapolis, Ind.

C. R. McCotter  
Asst. Secy. and Western Mgr.  
Omaha, Neb.

## FIRE HAZARDS

are too often allowed to creep into a plant unnoticed.

THE MILL MUTUAL Insurance companies are prepared to furnish expert opinion which will minimize both the likelihood of fire loss and your insurance cost.

On any and every question of possible fire hazard write your Mill Mutual Company or this office.

### Mutual Fire Prevention Bureau

230 East Ohio Street  
Chicago, Ill.

## Use Universal Code



## Seeds

**New York, N. Y.**—Herbst Brothers, field seed dealers, have moved to 42 South street.

**Toledo, O.**—M. H. Van den Berg, seedman, is recovering from pleurisy in a local hospital.

**Rockford, Ill.**—Work has started on the two story addition to Condon Bros. seed plant, giving considerable more warehouse facilities.

**Kiel, Wis.**—C. J. Meyer has bought in the seed and grain business known as Meyer Bros. Co. Other departments of the business were sold to Milwaukee interests.

**Edwin T. Bennett**, formerly in the field seed department of the Albert Dickinson Co. for 30 years, has recently joined the J. Oliver Johnson Co. in the field seed department.

**Chicago, Ill.**—A. J. Ogaard, executive sec'y of the Farm Seed Ass'n of North America, will be permanently located in the U. S. Annuity Bldg., 20 E. Jackson Blvd., after May 15.

**Buffalo, N. Y.**—The new \$200,000 seed house which the Eastern States Mig. Co. is erecting will have complete seed grading, cleaning and packing equipment. The building is three stories high and of reinforced concrete.

**Chicago, Ill.**—A conference to consider plans for the conduct and operation of the Seed Verification Service for the year July 1, 1928, to June 30, 1929, will be held at Hotel Stevens on Monday, June 25. All dealers interested are invited to attend.

**Lewiston, Ida.**—A. E. Wade, J. M. Reese, C. H. Ede and the Minor Bean Co. of Grand Rapids, Mich., have organized the Lewiston Seed Co. to engage in the wholesale and retail field and garden seed, bean, poultry supplies, grain and kindred lines of business.

**I. D. Perrine**, originator of yellow dent seed corn bearing his name, has brought suit against his silent partner, Fred Webber, of Elm Creek, Minn., for \$11,000, charging Mr. Webber took possession of a stock of seed corn that had been selected for further breeding of a new variety.

The Farm Seed Ass'n of North America will be represented at the Second International Congress of the Clover & Grass Seed Trade at Bologna, Italy, on May 15-17, and in Rome on May 18 by Ernest Ford Crossland, Toronto, Canada; Marshall H. Duryea of New York, N. Y.; and Wm. G. Scarlett of Baltimore, Md.

**Argentina** recently purchased 50 tons of Kanred wheat of H. A. Walker of Groveland, Kan., to be used by the South American republic's government for seed purposes. The order was placed by a representative of the agricultural department of the Argentina government thru the Embassy at Washington, D. C.—P. J. P.

### Imports and Exports of Seeds.

Imports and exports of seeds for March, compared with March, 1927, and for three months ending March, are reported by the Bureau of Foreign and Domestic Commerce as follows:

IMPORTS				
	March 1928	1927	3 mos. ending March 1928	1927
Alfalfa, lbs....	52,535	824,914	168,165	2,666,001
Clover, lbs....	723,412	1,382,080	3,931,245	6,126,163
Alsike, lbs....	375,733	1,383,764	3,453,665	2,678,439
Vetch, lbs....	712,707	321,494	1,074,182	1,331,376
Grass seeds, lbs. ....	598,087	818,638	1,953,119	2,322,700
EXPORTS				
Alfalfa, lbs....	54,674	362,841	193,238	703,211
Red clover, lbs.	83,734	154,203	269,581	543,520
Other clover, lbs.	26,924	27,125	190,688	136,114
Timothy, lbs....	2,185,036	1,774,410	6,210,162	5,413,015
Other Gr. seeds, lbs. ....	173,276	138,984	1,286,908	821,841

### J. C. Robinson Passes On.

James C. Robinson passed away very unexpectedly at his home in Waterloo, Neb., following a stroke, on the evening of May 2, aged 67 years. He was the head of the J. C. Robinson Seed Co.

Mr. Robinson was born on a New York state farm, back in 1861. It was twenty-five years later that he went to Waterloo, where he had been a leading seedman.

The firm he established was incorporated after many years of successful enterprise, in 1904, the stock of which is held within the family.

Mr. Robinson was very active in the affairs of various organizations, and just five days before had attended the Western Seedmen's Ass'n meeting with his two sons. He was past president of the American Seed Trade Ass'n.

**Reforestation** program proposed in the McNary-Woodruff Act would require \$8,000,000 for purchasing national forest lands during the next three years. This project would undoubtedly take much poor grade and waste land out of circulation as it were, and should indirectly add to the value of farm lands.

**George A. Ernst**, the present state representative from the 95th district of Nebraska, has handed in his resignation as a director of the Nebraska Wheat Growers Ass'n, Non-Stock Co-op., according to report. His reason was that he is not in accord with the methods employed by the organization director, J. W. Brinton. Mr. Ernst cannot agree with Mr. Brinton's idea of importing high-pressure salesmen to sell his own ideas to the farmer for his own personal gains.

**Starch dust explosions** in three cases originated in the grinding and pulverizing equipment, three originated in the drying machinery, three originated during the operation of conveyors and transporting equipment, three were traced to the use of open flame lamps, one was traced to the breaking of an electric lamp bulb, and one was ascribed to static electricity. The causes of two were undetermined. As a result of these explosions 115 lives were lost, and 91 people were injured.—David J. Price.

### Seed Movement in April.

Receipts and shipments of seeds at the various markets during April, as compared with April, 1927, were as follows:

	Receipts		Shipments	
	1928	1927	1928	1927
FLAXSEED				
Chicago, bus....	207,000	57,000	11,000	.....
Ft. William, bus. ....	40,564	188,924	65,951	315,213
Kansas City, bus. ....	.....	.....	43,200	.....
Duluth, bus....	74,665	197,485	123,049	215,082
Minneapolis, bus. ....	310,660	169,170	448,490	126,190
New York, bus. ....	493,725	517,000	.....	.....
Milwaukee, bus. ....	122,410	46,030	.....	.....
Superior, bus....	17,849	134,370	.....	10,608
KAFIR				
Kansas City, bus. ....	391,600	215,600	332,000	236,000
Denver, bus....	2,600	3,900	.....	1,300
Hutchinson, bus. ....	217,000	3,900	.....	.....
Houston, bus....	.....	.....	25,714	69,285
St. Joseph, bus. ....	9,000	.....	54,000	16,800
St. Louis, bus....	87,600	72,800	9,600	3,600
Wichita, bus....	15,600	6,000	.....	.....
CLOVER				
Chicago, lbs....	848,000	546,000	624,000	791,000
New York, bags	317	.....	1,084	.....
Milwaukee, bus. ....	581,519	36,370	370,795	77,690
TIMOTHY				
Chicago, lbs....	1,625,000	1,481,000	2,716,000	2,358,000
Milwaukee, bus. ....	245,190	.....	150,460	.....
SORGHUMS				
Ft. Worth, bus. ....	250,000	213,000	121,000	116,000
New Orleans, bus. ....	8,400	2,800	.....	.....
Cincinnati, bus. ....	1,400	2,800	.....	.....
CANE SEED				
Kansas City, bus. ....	89,000	12,650	17,250	14,950
Wichita, bus....	1,200	9,600	.....	4,800
Ft. Worth, bus. ....	110,100	65,000	33,000	19,000

### Program Farm Seed Ass'n.

The 20th annual convention of the Farm Seed Ass'n of North America will be held June 26 and 27 at the Hotel Stevens, Chicago, Ill., with the following interesting program:

9:30 a. m., June 26, Executive Session.

"Stabilizing Trade Practices," Alvin Dodd, director-general of the Wholesale Dry Goods Ass'n.

Reports of officers and standing com'tes.

2:30 p. m., June 26, Open Session.

"This New Business Era," Merle Thorpe, editor of the "Nation's Business."

"Timothy, Past, Present and Future," Edward C. Parker, U. S. Dept. of Agriculture.

"First Year's Progress in Seed Verification," W. A. Wheeler, U. S. Dept. of Agriculture.

"Sound Legislation Backed by Education," A. J. Ogaard, Executive Secretary, Farm Seed Ass'n of North America.

9:30 a. m., June 27, Executive Session.

Reports of com'tes. Report of official representatives to International Congress of Clover and Grass Seed Trade. Election of officers.

"Co-operative Advertising," Dillon T. Stevens.

### Western Seed Dealers Meet in Omaha.

The Western Seedmen's Ass'n held its annual meeting at the Hotel Fontenelle, Omaha, Neb., on April 28.

The day's session opened at 11 a. m. with Pres. Max Wilhelmi presiding. Sec'y Geo. Cummings of Sioux City gave a brief report and read the minutes of the last Omaha meeting. This was followed by a round table discussion at the close of which Treas. Henry Windheim read a very satisfactory financial report.

A brief afternoon session, devoted largely to crop discussion, followed luncheon served in the Olive Room.

The annual election of officers resulted in the unanimous re-election of the present officers. They are Max Wilhelmi, pres.; Carl Chesmore, vice-pres.; Geo. Cummings, sec'y, and Henry Windheim, treas.

The Nebraska and Iowa seed dealers gave a banquet for the entire convention at the Omaha Athletic Club in the evening.

## Directory

### Grass and Field Seed Dealers

One line, one year (24 issues), \$10.00.

#### AMARILLO, TEXAS.

Hardeman-King Co., field seed merchants.

#### BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale and merchants.

#### CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

#### CONCORDIA, KANS.

The Bowman Seed Co., wholesale field seeds.

#### COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else.

#### CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.

#### FT. WAYNE, IND.

Kraus & Apfelbaum, field seed dealers.

#### KANSAS CITY, MO.

J. G. Peppard Seed Co., field seed merchants.

Rudy-Patrick Seed Co., field seed merchants.

Tobin-Quinn Seed Co., Missouri Blue Grass.

#### LIMA, OHIO.

Ackerman Co., The, wholesale grass field seeds.

#### LOUISVILLE, KY.

Louisville Seed Co., clover and grasses.

#### MILWAUKEE, WIS.

Courteen Seed Co., field seeds.

Kellogg Seed Co., field and grass seeds.

North American Seed Co., wholesale grass & field seeds.

Teweles Seed Co., L., field and grass seeds.

#### MINNEAPOLIS, MINN.

Minneapolis Seed Co., field seed merchants.

Northrup King & Co., field seeds.

#### ST. LOUIS, MO.

Cornell Seed Co., field-grass-garden seeds.

Mangelsdorf & Bro., Ed. F., wholesale field seeds.



## Supreme Court Decisions

**Warehousemen.**—Where note was past due when warehouse receipt was delivered to payee as security for unpaid balance, such fact constituted valuable consideration for transfer and delivery of warehouse receipt, under Comp. Laws 1917, § 6258.—*Warner v. Tyng Warehouse Co. Supreme Court of Utah. 265 Pac. 748.*

**Trade-Marks.**—Registration of words "Wheat-Nut" as name for cereal breakfast foods held refused, as being confusingly similar to "Grape-Nuts," in view of fact that word "wheat" is merely name of product on which marks are used.—*Postum Cereal Co. v. Farmers Mill & Elevator Ass'n. Court of Appeals of District of Columbia. 24 Fed. (2d) 901.*

**Combination of Lowest Intermediate Rates Must Be Applied.**—That a thru interstate rate on carload lots had been canceled held not to justify application of a local rate for less than carloads to interstate carload shipments. Where there is no published through rate, a combination of the lowest intermediate rates applicable to the shipment should be applied.—*Davis, Agt., v. Kelly-Weber & Co. U. S. District Court, Louisiana. 24 Fed. (2d) 708.*

**Carrier Not Liable for Delivery without Surrender of Straight B/L.**—Carrier held not liable to shipper, who consigned shipment on straight B/L, because of delivery on strength of letter authorizing carrier to deliver goods to third party, notwithstanding that B/L was not presented, and that party obtaining shipment did not honor draft attached to B/L.—*J. F. Utley v. Lehigh Valley R. R. Co. Supreme Court of Pennsylvania. 141 Atl. 53.*

**Liability of Connecting Carriers.**—Under the Federal Transportation Act (49 USCA § 71 et seq.; U. S. Comp. St. § 10071½a et seq.), in force in 1923, the liability of the initial carrier for loss, damage, or injury to property received for interstate transportation is regulated by the "thru B/L" that was issued or that should have been issued by the initial carrier; and, in the absence of special circumstances, the liability did not extend to loss, damage, or injury during transportation on reconsignment after safely reaching the destination named in the B/L.—*Chase & Co. v. Florida East Coast Ry. Co. Supreme Court of Florida. 115 South. 825.*

**Title to Growing Crops.**—Conveyance of land on which are growing crops, made before the same have been severed, passes title to the crops. There is a distinction between crops produced by human labor, which are personal property, and natural products of the soil, such as grass and trees with growing fruit, which are part of the realty. Where crops are grown by tenant on shares, owner has no leviable interest until division. Bankruptcy of owner of land on which are growing crops effects an implied severance of the crops, which pass to the trustee as personalty, and may be separately sold.—*In re Buchanan. U. S. District Court, Pennsylvania. 24 Fed. (2d) 553.*

## Grain Claims Bureau, Inc.

Box 687, Station A. Champaign, Ill.

Freight claim savings of \$100.00 or more per year, are worth making. Audits are made on a percentage basis; no other costs whatever. If examination of your shipping records is permitted, it will save you money.

W. S. Braudt  
Aud. and Treas.  
Champaign, Ill.

Harry J. Berman  
General Counsel  
Chicago, Ill.

## Country Elevator Operation and Margins.

[From an address by M. J. Hart before Michigan Bean Jobbers Ass'n.]

Now, who would want to discuss "margins" in a meeting like this?

I am reminded of a colloquy that took place in the Senate a few weeks ago between Senator Shepard of Texas and Senator Bruce of Maryland. The Southern Senator from Texas had discoursed long and eloquently on the subject of prohibition, the Volstead Act, and the Eighteenth Amendment. After he had finished Senator Bruce arose and announced that he had listened patiently to the argument of the Senator from Texas, but that he would dispose of the subject by saying, "There is no such thing as prohibition, and the gentleman from Texas knows it."

So, I will dispose of the question of "margins" with you in the same way. There has been no such thing as margins, and all of you know it. You have simply been living on speculation.

If the bean business could rid itself of these newspaper bean kings, the management of country elevators, who have at times to carry large stocks to absorb the flow of beans from the grower and merchandise them to the consuming trade as they are prepared, would be relieved of one source of trouble and loss.

**Country elevator management.** I want to call your attention to the practice of the so-called bean kings. As I have said before, their specialty is "short sales." I do not mean this in the sense of some elevators and legitimate dealers who think they can estimate the growing crop and sell futures. If they can beat the game and out-guess the weather man, I would say they would probably come under old Andrew Jackson's slogan, "To the victor belongs the spoils." But the element I refer to watches your stocks increase as farmers are delivering, and when they think the elevator has a pretty good load, they go out and raid the market with short sales, depreciating your stocks and mine, and they are a distinct hazard to the business. They perform no useful function to the grower or to the country elevator man, and they can only exist by your supporting them with a certain amount of business.

**The operating end of country elevators.** Our firm has been operating country elevators for over 25 years and has relied practically entirely upon our saving in milling and handling the crop as we received it from the farmer and what small margins competitors allowed us as our profit, and only once in these 25 years has our statement on beans been in red ink. This was not a direct loss on beans, but a lack of volume during a short crop, so that our overhead exceeded our gross profit. I am very sure that there are a number of other concerns in the bean business, operating a number of country elevators, that could duplicate this record and perhaps exceed it.

**The stability of this business** depends upon close application to details and careful supervision of plants and operations, to see that no waste occurs, that there are no leaks taking place in your plant. There are more ways to lose a profit in a bean elevator than one can count on the fingers of his hands. Take the rough stock as you buy it from the grower: You have got to decide when you take it in. What you are going to do with it. What grade you are going to make of it, and where you are going to sell it. If you do not have any fixed idea of an outlet for a certain grade of stock, the thing to do is to sell it to some one who has, instead of putting it away in a bin and forgetting it while it deteriorates.

**Before the War,** when labor was paid less than half what it is paid today, we had a real margin on beans. Today at least half the crop you handle is handled on no apparent margin. It is only through savings that you can make in milling, grading and marketing your crop, that you can hope to win. It cannot be done with out-of-date machinery run in a slipshod manner, and meet the competition of your neighbor who keeps his plant up to date, who cuts down labor, who reduces his cost of picking to a minimum.

Take, for instance, an elevator handling 50 cars of beans a year, it makes all the difference in the world at the end of the year whether your pay roll for picking is \$2,000 or \$2,500 more than was necessary; whether or not you have wasted on your rolls half a car of beans that was not necessary, whether the girls in picking wasted three or four per cent of good beans which you had to pay them for throwing away.

I have gone into country elevators where the top screen of a receiving separator had holes large enough in it to drop a brick through it. The beans from this cleaner went directly to a power picker. How could you expect a power picker, which is sensitive enough to sort your black beans from the white and operate on stock cleaned in that manner? I have heard machinery growing for lack of oil, and so much oil poured on the machine that it was running on the floor—it never occurring to the operator

that his oil was too heavy to use in cold weather, and that his oil holes were blocked. This kind of operating leads to large repair bills, inefficient work and increased cost of handling.

In making a comparison between our own country elevators, we have found \$50 per car difference in gross margins, with the same paying price and practically the same selling price. Each one of our plants have the same supervision, but a different manager. In the last analysis, the fine details of operation all up to the local manager. After analyzing our own country elevators, we have come to the conclusion that each plant could make more money by striving to increase their efficiency rather than striving to increase their volume which eventually will drive their margins to the vanishing point.

You cannot invade the other fellow's territory and hope to get away with it, without retaliation. So, therefore, I am inclined to believe that the time spent in endeavoring to widen your territory could be more profitably spent at home in watching closely your handling and bringing to a higher efficiency the whole process of operation.

California was the largest wheat producing state in America fifty years ago.

## HESS PNEUMATIC GRAIN DRIERS

Used everywhere—  
NONE BETTER

For twenty-five years this drier has led all others in efficiency, economy and convenience. Made in various sizes, suitable for all grain drying needs. Tell us your wants.

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VENTILATING CO.  
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## Feedstuffs

**Castorland, N. Y.**—S. F. Virkler has installed a new mixer and given his plant a general overhauling.

**Oklahoma City, Okla.**—The \$20,000 Eckroat Feed Mills, recently built, have opened for business. W. M. Eckroat is owner and manager.

**Daytona Beach, Fla.**—The Halifax Feed & Supply Co. has been incorporated for \$10,000 to deal in feeds. Theo. Bauman and others are interested.

**London, Eng.**—Spratt's Patent, Ltd., is doing an increasing business abroad, shipping to the United States, Canada, Africa, Australia and New Zealand.

**Washington, Ind.**—The Goshorn Feed Mills, operated by Roy Goshorn, was destroyed by fire recently, with an accompanying loss of \$10,000, but partially insured.

**Gowrie, Ia.**—Aaron Peterson has moved his feed mill equipment into the plant of the Bruntlett Elevator and hereafter will operate under the name of the Gowrie Milling Co.

**Milwaukee, Wisc.**—Cornelius Corcoran, of Corcoran Brothers, feedmen, was recently re-elected president of the city's Common Council, which position he has held for several successive terms.

**Stony Ridge, O.**—We are considering remodeling our present corn crib into a feed mill. We would install a good rebuilt motor-driven attrition mill, a cob crusher, a batch mixer and necessary elevators.—Elliott & Beasley.

**Girard, Kan.**—The Boyd-Pate Grain & Mfg. Co. has bot the elevator and grain plant of the Girard Mill & Elevtr. Co. Machinery for making corn meal, corn chop, and a line of poultry and dairy feeds will be installed.

**Council Bluffs, Ia.**—The Peet Stock Remedy Co. have let contract to the Van Ness Construction Co. to build a 40,000-bushel elevator and feed manufacturing plant. The elevator will be of cribbed construction.—Bob Miller, Richardson Scale Co.

**Kansas City, Mo.**—The Corn Products Refining Co. recently reduced operations at its plant from full time to about 60% of capacity, making the daily grind about 12,000 bus. corn. The plant is using up stocks of corn and has not bot any replacement supplies in the last three weeks.

**Cortland, N. Y.**—The Cortland Flour & Feed Mill Co. has purchased the Community Feed Store to use as a local merchandising outlet. Ralph R. Kirk is managing partner of the feed milling Co. Harold Wallace is in charge of the store. Seeds and fertilizers will also be carried.

**Waterman, Ill.**—F. H. Withey plans on building larger and more systematically laid out quarters in which to operate the Waterman Feed Mills. The work will be started a little later in the season. Mr. Withey now has a very complete plant for mixing and grinding, and does an extensive business.

### Feed Movement in April.

Receipts and shipments of feedingstuffs, at the various markets during April, as compared with April, 1927, in tons, were as follows:

	Receipts		Shipments	
	1928	1927	1928	1927
*Baltimore ...	716	746	...	...
††Kansas City ...	4,700	4,620	18,120	12,580
Chicago ...	15,952	12,608	46,212	54,312
New York ...	270	60	...	...
†San Francisco ...	249	527	...	...
Cincinnati ...	120	150	...	...
Milwaukee ...	3,125	220	9,382	12,228

\*Millfeed. †Bran. †Shorts.

"Grow more soybeans and fewer oats," F. S. Wilkins, assistant chief in forage crop investigations at Iowa State College, urged in an address recently predicting that in the future soybean mills will be operated in many communities to utilize the surplus. Manchu and Peking are the varieties best adopted in Iowa, he states. Bulletin 228 gives detailed information thereon.

**Chicago, Ill.**—C. E. Gray of San Francisco was re-elected chairman of the board of the American Dry Milk Institute at its third annual meeting held at the Stevens Hotel on April 26. Walter Page of Syracuse, N. Y., was elected vice-chairman; M. J. Metzger of Chicago, sec'y-treas. Other members of the board elected were H. R. Leonard, St. Paul; W. D. Strack, New York; B. D. White, Philadelphia; F. A. Wills, Philadelphia. Dr. H. E. Van Norman was again chosen pres. of the institute and C. S. Darling to have charge of the information service.

**Buffalo, N. Y.**—The Newsome Feed & Grain Co. of Pittsburgh, Pa., has opened a branch here for purchase and sale of mill-feeds, etc. This office will operate under the name of The Newsome Feed Co. E. W. Niles is in charge. Mr. Niles was lately connected with the home office of the organization, prior to which time he was associated with the Tioga Mills of Waverly, N. Y., and the Sunset Feed & Grain Co. of Buffalo. This Buffalo branch is the third opened by Mr. L. C. Newsome, the other two being the Newsome Millfeed Co. of Kansas City, Mo., and the Reliance Feed Co. of Minneapolis, Minn.

**Minneapolis, Minn.**—The Imperial Meal Co. is having the Hickok Construction Co. erect a modern dairy feed manufacturing plant. An elevator is arranged with bins all overhead, leaving the work floor the full size of the building. There will be a car leg of large capacity with D. P. buckets. The drive will be a Strong-Scott Style "A" Planetary Gear Reduction with back stop. The motors are Fairbanks-Morse enclosed and fan cooled. Ajacs hammer mills and other special machines for dairy feed manufacturing will go in. The weighing out scale will be a Richardson Automatic Scale of 1,250 bus. per hour capacity. The elevator is of cribbed construction, covered with corrugated galvanized iron.

**Enid, Okla.**—We have purchased the plant formerly known as the Oklahoma Flour Mills and have converted it into a stock and poultry feed manufacturing plant. We have just completed building an addition to the storage warehouse, which we more than doubled in capacity, and we are now just starting to build additional grain storage room for about 15,000 bus. The plant, when completed, will have storage for approximately 20,000 bus. of grain and 15 to 20 cars of sacked feed. Both of the additions, as well as the original structure are constructed of brick and concrete. The mill is equipped with modern machinery necessary to manufacture a complete line of stock and poultry feeds. We have just added additional equipment whereby we can make our own meat-scrap, etc. We also are equipped to grind our own alfalfa meal, and are contemplating installing an oat huller to manufacture our own rolled and steel cut oats. Electric power is used throughout the plant.—Harry Palecek, sec'y-treas., Geis-Price Elevator Co.

Government does not let go after once starting to regulate. Champ Clark used to start about a Missouri sow. They had pretty nearly to pull her ears off to get her to the trough—then they almost had to pull her tail off to get her away from it. When the government once does get started it will be most tenacious and expensively annoying in its handicapping and restricting efforts.

### Program American Feed Mfrs. Ass'n.

W. E. Suits, president of the American Feed Manufacturers Ass'n, states that he believes the convention at West Baden, Ind., May 24, 25, 26, is going to be the biggest and best attended in its history, saying, "The program will be snappy and interesting; forenoon session, business—afternoons, golf—tournament Friday. We urge every member and friend of the Association to attend and bring a guest, preferably a feed manufacturer."

On the program are: "Feedingstuffs Legislation," Dr. Philip H. Smith, Amherst, Mass., pres. Ass'n of Feed Control Officials.

"Feeding Minerals in Light of Recent Findings," Dr. G. Bohstedt, Madison, Wis., professor of animal husbandry, Wisconsin Agricultural College.

"The Burning Question," Eugene Arms, Chicago, Ill., manager Mutual Fire Prevention Bureau.

All members and guests are invited to the annual dinner, where brilliant and witty former-Governor Edwin P. Morrow, Lexington, Ky., will deliver an address on "Our American Heritage."

### Hard and Permeable Alfalfa Seed.

Plat trials at Lethbridge, Lacombe and Brooks, Alberta, supplemented by laboratory tests, indicated that hard seeds in Grimm alfalfa were about as valuable as the permeable seeds from the viewpoints of number of plants produced.

Heavy scarification was detrimental to field germination, and plants from scarified seed seemed less winter-hardy than those from hard seed. While permeable seed germinated sooner, the hard seeds overtook them about midsummer.

Hard seed germination seemed to be favored by limited soil moisture and high temperature. The relative value of the hard seed of alfalfa was found to vary from 70 to 85 per cent at the end of the first season (1925). Where the value of the hard seed was 85 per cent this value rose to 94 per cent after wintering, although additional germination was practically negligible.

Permeable seeds of sweet clover germinated more promptly and more completely than the hard seed, altho the latter soon attained their maximum germination, which was about 50 per cent of that of the permeable seed. With the later dates of seeding (at Lacombe), mortality was lower in the plats and hard seeds had a higher relative value.

A new mathematical method for computing the most probable values for the field germination of the hard and permeable seeds is described by C. W. Leggett in Sci. Agr. on "The Agricultural Value of Hard Seeds of Alfalfa and Sweet Clover Under Alberta Conditions."

Much new land is to be broken in South Dakota this year. The rapidly increasing acreages being daily bought under cultivation is determined to have a decided affect upon production.

### New Feed Trademarks.

Statesville Flour Mills Co., Statesville, N. C., has filed trade mark Ser. No. 262,492, the letters "STATESVILLE S," particularly descriptive of dairy and poultry feed.

### Exports of Feeds.

Exports of feeds of domestic origin during March, 1928, compared with March, 1927, and for 9 months ending with March, are reported by the Buro of Foreign and Domestic Commerce, as follows, in short tons:

	March, 9 mos. ended		March	
	1928	1927	1928	1927
Hay .....	1,863	1,257	14,258	10,970
Cottonseed cake.....	9,393	13,393	249,997	268,470
Linseed cake.....	26,537	32,150	231,853	227,713
Other oil cake.....	1,254	789	8,561	7,297
Cottonseed meal.....	2,727	10,466	69,592	178,719
Linseed meal.....	306	283	6,771	6,178
Other oil meal.....	50	107	969	806
Prepared and mixed feeds	2,353	2,132	24,775	29,243
All other feeds (includ ing screenings) .....	3,231	5,208	31,305	17,631



# Feed Grinding and Mixing

From An Address by Sherman T. Edwards of Chicago  
Before Western Grain Dealers

Our nation's greatest asset is a never ending supply of quality food the year around and much of the improvement of our foods in the past 15 years, has come through scientific research work on food combinations that were practically unknown a few years ago. Today experts are working overtime on mechanical equipment and systems for carrying these discoveries into successful operation.

While the scientists and professors of our colleges have accomplished wonders in the development of animal nutrition, the farmers and feeders of the country in many cases are unable to take advantage of the benefits until these scientific discoveries are commercialized by men who understand the problems of the farmers and feeders, and who make a specialty of developing plants, machinery and systems for making high grade feeds an economical success.

We have learned the value of many food combinations, the best methods of their preparation and the actual benefits that may be derived from their proper use. Scientists are testing foods and determining certain elements which can be prescribed in diet for counteracting disease. See for instance the increase in the consumption of liver since scientists have found it to contain an abundance of Vitamine "A" for the counteraction of anaemia.

Vitamine "A" or Fat Soluble "A" is present in cod liver oil, milk and wheat.

Vitamine "B" supplies nervous reserve and assists "A" in body building.

"C" Vitamine prevents scurvy. This is found in large amounts in sprouting grain.

"D" Vitamine combines with Vitamine "A" in counteracting rickets and in bone and body building and is present in cod liver and fish oils.

Ultra-Violet Light prevents or cures rickets just as Vitamine "D."

Unless "E" Vitamine is present in feeds, animals will not reproduce. This vitamine is found in the germ of wheat, in yellow corn, rolled oats, and in great quantities in alfalfa.

**Science in Animal Feeding:** We are applying this same science to the feeding of animals and poultry, with wonderful success. The remarkable advancement of the manufactured feed industry must be recognized for in a quarter of a century it has achieved such success that it is destined to rank as one of the first industries of the country before another 25 years have passed.

**From a Neighborly Assistance to an Industry:** In years past, the feed business was regarded principally as mode of transfer for grain from sections of over-production to those requiring additional grains. First the feed plants were developed in the large grain centers. Today the tide has turned and there are hundreds of smaller up-to-date plants in the moderate size towns and many of them operate in conjunction with grain elevators which, previously, were the best shippers of grain to central markets.

Naturally the increased use of feeds produced a need for improved systems of manufacturing. The scoop shovel process was too slow. Concerns that mixed five tons of feed per day of two to five varieties, had a good business. Wonderful changes occurred in 25 years, with modern plants now turning out from 200 to 1,000 tons of perhaps 30 varieties of accurately balanced and blended feeds, in 24 hours.

**Operation of Modern Feed Plant** is divided into five principal departments:

- Receiving of Raw Grains.
- Cleaning, Separating and Drying.
- Milling.
- Mixing.
- Packing and Loading.

The receiving department should be equipped with track, hopper or automatic scales and power shovels for unloading the cars.

Cleaning and separating the grains is the next operation. Cleaners are made in many sizes, with capacities from 100 bushels to 12,000 bushels per hour, and as many as five separations can be made in one operation. Practically every known mixture can be separated, even oats and wheat which have grown together in the same field, and when the grains are separated, there is no indication of the original mixture.

A combination Clipper and Cleaner is very essential as considerable quantities of oats and barley are used in all forms. These grains are clipped and polished for scratch feed, rolled or crimped for dry and molasses feeds, and fine ground for mash feeds. Graded oats are hulled for baby chick feed, and barley is pearled for scratch feed.

Drying the grains is essential for considerable of the grains come to market soon after harvest time, before dried out sufficiently. This is especially true of corn. Hundreds of cars of corn come to market with 20 to 25 per

cent moisture content. If stored in this condition, the corn will soon heat and mold. Standard No. 2 yellow corn, or commercially dried corn which contains not to exceed 15½ per cent moisture, is being used almost exclusively today as the manufacturers cannot rely on other grades of corn for mixture in feeds which they may ship into sections of the country where the high temperature or humidity will cause the feed to heat in a short time.

An up-to-date plant must have considerable high class machinery in its milling department for handling the large variety of articles necessary in the feeds. A corn unit is needed for cracking fine, medium and coarse cracked corn. The two most successful machines for this work are the chilled steel rolls and corn cutters with steel knives fitted to a cylinder. Both types cut the kernels of corn in about four pieces, with a minimum amount of meal.

After cutting, the total product should pass through a cracked corn polisher, and a cracked corn separator. The suction on both machines should be strong so as to clean the cracked and polished corn thoroughly. The remaining product, such as flour, corn, bran, hearts, and fine meal should be run at once to a hammer mill or attrition mill, and ground into a choice, soft corn feed meal suitable for mixing in poultry mashes, hog and dairy feeds. There are complete units for making as high as 22,000 pounds of polished and sifted cracked corn per hour.

A fine cracked corn is required for baby chick feed. Special units are composed of rolls or corn cutters with a finer cut than the regular size. The product then passes to a special separator, the coarse corn is taken out and returned to the rolls, and the fancy fine cracked corn of even size is sifted out. The flour and air separations pass to the corn feed meal bins. The polished medium cracked corn is a better product to use for the baby chick feed than the whole corn and its use also saves the need of a polisher in the baby chick unit. Cracked wheat, kafir, milo and green peas, which are needed for baby chick scratch feed, can all be cracked on this same unit.

**Hammer Mill for Grinding Oats, Barley, Etc.**—A hammer machine of importance is the hammer mill for grinding oats, barley, screenings, etc. These machines run at high speed (1,200 to 3,600 revolutions per minute) and are practically indispensable in the manufacture of feeds containing whole ground oats and barley, as they are the only machine on the market in general use, that will, in one operation, grind the fiber in oats and barley sufficiently fine for use in all grades of feed.

**Crimping of Oats and Barley.**—Originally this was done with smooth flour rolls. Today the trade demands a finer product and better work in rolling. The most modern crimping equipment contains larger chilled steel rolls, with a steamer mounted over them, for softening the grain before rolling. High pressure steam is used to prevent moistening the oats and barley unduly, as a large percentage of this product is used in molasses feeds and must be kept dry.

**Mixing and Blending of ingredients.** Usually 20 to 30 brands of feed are made, ranging in number from five to fourteen ingredients each. This means preparation of some 40 to 60 articles.

A modern equipment for the manufacture of three grades of scratch feed (Fine Cracked for baby chicks, Medium for growing chicks and Coarse for grown fowls) requires 16 bins and 16 feeders. This equipment will turn out 1,200 pounds per minute of any one of the three grades. If more production is required, the units may be separated and with all three in operation and running at full speed, 3,600 pounds of feed, can be produced per minute. When desired, the full equipment may also be run at half speed, or six bags per minute.

Excellent batch mixing machines are on the market for mixing dry materials like mashes, hog and dairy feeds. They are also used extensively in the large mills for mixing calf meal, pig meal and poultry feeds that contain considerable fine floury product. The mixers are so thorough and accurate that if errors occur, the trouble lies with the operator in weighing up the articles to be blended. Many formulas for animal and poultry feeds do not require more than 1 to 5 pounds per 100 of certain articles and with a small proportion like this, it can readily be seen that the weights as well as the blending must be absolutely accurate.

The development of a continuous system comprises specially designed bins in which the dry, fine ground product will flow freely. Under these bins are continuous feeders that will measure accurately any amount of product from 1 pound to 50 pounds of each ingredient per 100 pounds of feed. Single equipments will run as much as a ton of feed per minute, measuring accurately as high as 12 to 15

articles. This equipment is arranged so that all the trip gates can be thrown at one time to the test pans. All products are dropped into test pans in front of each feeder that is operating and test gates are connected and thrown at one time by one lever. If the equipment is set for six 100-pound bags per minute to make a test, it would require the throwing of the trip gate lever wide open for exactly 1 seconds. Running 12 bags per minute the gate should be thrown open for five seconds. All the goods in each test pan are then weighed up separately in order to check what each machine is delivering. If differences in flow are discovered, adjustment of machines can be made while in operation.

All of the dry materials that compose molasses mixed feeders are first mixed on the regular continuous percentage feeders, then the total mixture is run into a molasses feeder mixer where the molasses is forced into the dry material by double beaters.

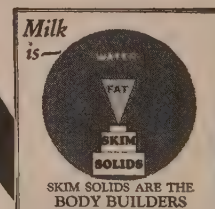
One very essential point in the making of molasses feeds is to have the molasses at uniform temperature. A change of but five degrees will affect the flow. This is handled by a molasses heater with thermostatic control of heat.

The feed is run directly from the mixer to an automatic scale where it is weighed, bagged and bags are sewed, then passed down a chute into a car or truck. The automatic scale, sewing machine and belt conveyor which passes the feed from the second floor directly to the car, save more labor, for the amount of feed handled, than any other device or equipment.

The greatest benefit to the industry, and to the farmer and feeder lies in the production of a well balanced feed thoroughly mixed and economically made.

**Feeding for Specially Desired Results:** In the construction of present day manufacturing plants, many new and interesting problems arise. A careful study should be made of the districts to be served, as some sections require more of certain feeds than others. For instance Petaluma, Calif., and parts of New Jersey have an enormous demand for poultry feeds but little demand for any other feeds. In these sections it is not unusual to find incubators with hatching capacity for 100,000 baby chicks. Between Denver and Fort Collins, Colo., some 500,000 sheep are fed during the feeding season. Iowa is noted for hogs, Wisconsin for dairying and Long Island for duck raising. All of these sections demand certain feeds which will meet their requirements, and this necessitates a careful study of the animals to be fed and the products available for feed in each section. Bear in mind that it is not simply a case of the feeder buying a mixed feed—regardless of the ingredients, for the thing of utmost im-

## DRY SKIM MILK in Developing Feeds Gives the Best Form of PROTEIN MINERALS LACTOSE



An average analysis shows

38% Protein—builds muscle and meat

8% minerals—builds strong bones

50% Lactose—energy and health giving food

Write for samples and information

**AMERICAN DRY MILK INSTITUTE, Inc.**

160G North La Salle St., Chicago, Ill.



importance is having feeds which are prepared particularly for the results desired.

The value of mixed feeds is established, but like every new discovery, the actual worth to the public is not realized until labor saving machinery and economical systems for manufacturing are developed. The finished product must reach the farmers and feeders at prices sufficiently low to compete with the cost of whole grains, considering the use and the added value through the increased production of meat, milk and eggs, as well as the general improvement in the stock.

Where in the history of any industry can you find development more rapid and far reaching than that of the manufactured feed industry? Communities big and little are in a fight for new industries which will bring revenue into their own community. Here, right at your door is an opportunity for bigger things than were dreamed of even 10 years ago. The future of the commercial mixed feed industry is assured for there is unity of thought and purpose between the scientists, inventors, manufacturers, agricultural officials, and last but of most vital importance, the feeders, for it is with them that the beginning and the final success of the industry rests.

The success of your own community along these lines rests with you. You are acquainted with the producer, he looks to you for advice—and you have an elevator idle half of the time. You are losing business every day by not inducing the farmers to bring in their grain and exchange it for scientifically prepared feed that will produce a better quality and a larger quantity cheaper than it is possible for them to do with whole grains or home mixtures.

## The Kellogg Co. Will Build in Sydney, Australia

With announcement today by the Kellogg Company that it has let a contract for the construction of a large and thoroughly modern plant in Sydney, Australia, to handle the rapidly growing business of the Antipodes, comes also word that a Battle Creek institution is showing other countries the way in modern welfare methods in treatment of employees. The new plant will be the first in Australia to have a hospital, cafeteria and showers for its employees. The Canadian plant at London is similarly equipped.

Three years ago the Kellogg Company, due to the size of its business in Australia and New Zealand, established a plant in Sydney. In that short period the growth has been so great that announcement has been made of the new and immensely larger plant, construction of which will start at once and be completed within five months.

The plant will be fully equipped to manufacture Corn Flakes, All-Bran, Pep and other world-famous Kellogg products. The milling and processing portions are under one roof, in a building ultimately to be 300 feet long and 64 feet wide, with the mill six stories in height and processing portion four stories in height.

The new facilities also include an office, boiler house and stack, and ultimately bulk grain storage facilities will be provided in large capacity. For the present bulk grain will be handled in facilities provided as part of the of the main building and a driveway on the mill equipment. Railroad trackage on one side other side permit of the ready receipt and shipment of raw materials and finished product by truck or cars.

The buildings which are thoroughly modern and fireproof, will be of structural steel frame, supported on reinforced concrete foundations, with enclosing walls of brick and glass set in steel sash. The exterior columns are set back of the wall line to permit of continuous windows from end to end of the buildings, thus insuring in its literal sense a daylight plant, with maximum ventilation. The plant will be equipped with modern machinery and appliances of American manufacture. Plans and specifications of the new factory were prepared by the John S. Metcalf Co.

Meanwhile, a large addition to the Canadian plant, doubling the size, has just been completed, a large addition to the office of the Battle Creek plant is now nearing completion

## Grain Trade News.

[Continued from page 577]

Fort Worth, Tex.—Peyton Ingram, connected with the local grain trade for many years, died recently after a prolonged illness. His brother, Wilton P. Ingram, has been with the Fort Worth Elvtrs. Co. for many years.

Fort Worth, Tex.—James T. Rayford of the Rayford Grain & Commission Co. has leased his office temporarily and will devote all of his time until the new crop to the oil business. He is drilling on his fourth well at present.

Galveston, Tex.—Elvtr. A has been thoroly overhauled and Elvtr. B will be overhauled in a general way. In anticipation of grain movement, which usually starts during July, both houses, in so far as maintenance is concerned, will be brot up to date and placed in No. 1 working condition.—E. E. Gossrau, general mgr., Galveston Wharf Co.

Knox City, Tex.—J. A. Warren and son of Munday and Ray Willis of Knox City have traded the elevator of the Knox City Grain Elvtr. Co. for a tract of land near Idalu. They have taken a long lease on the elevator, however, and will continue the business as usual with Ray Willis as manager. The new owner is J. W. Duncan of Lubbock.

Lubbock, Tex.—The Grain Exchange was organized recently. The directors are J. C. Crouch, Dallas, manager of the J. Perry Burrus elevators; Thomas West, Fort Worth, West Grain Co.; S. E. Cone, grain broker; George Roach; S. H. Weaver; Lewis D. Halsell, Amherst Elvtr. Co., Amherst; Fred Hoene, general manager, Morton Mfg. Co., Dallas.

Galveston, Tex.—The annual meeting of the Texas Grain Dealers Ass'n will be held in Galveston, May 21 and 22. Summer excursion rates will be in effect commencing May 15, and the return rate is very low. As an illustration: The one rate fare from Fort Worth to Galveston is \$12.07; the round trip rate under the summer excursion is \$13.30, making only \$1.23 more for the round trip than the one way straight fare. The Kansas Ass'n holds its meeting at Dodge City on the 15th and 16th. The Panhandle Ass'n will hold its meeting at Amarillo on May 17. The Oklahoma meeting will be held on the 18th and 19th at Enid. So you may just as well get ready and attend this meeting, as I am sure all of you should take a bath once a year, whether you need it or not, and this will furnish you a fine opportunity to go in swimming in the big "swimmin' hole."—Sec'y H. B. Dorsey.

## UTAH

Ogden, Utah.—The firm of C. F. Dinsmore & Son is doing our construction work. We expect to have the elevator and warehouse completed by the middle of July.—H. P. Iverson, plant manager, Sperry Flour Co.

## WASHINGTON

Winlock, Wash.—The Washington Co-op. Egg & Poultry Ass'n expects to build a new feed mill.

Waterville, Wash.—The Waterville Hardware Co. has bot the fuel and lumber business of the Milwaukee Grain Co. The latter firm will continue to buy grain.

Seattle, Wash.—Contracts for two wheat washers, to be installed in the municipal grain elevator plant No. 4, were awarded on a bid of \$8,213 for both machines.

Centralia, Wash.—The Kenworthy Grain & Mfg. Co. had the sidewalk along one side of its plant closed by city ordinance in order to build a loading platform over the walk.

Walla Walla, Wash.—Richard J. Tompkins, 55 years of age, well known grain dealer, died April 22. Mr. Tompkins was the first to try the bulk wheat system in his section, and built a large concrete elevator.

Longview, Wash.—The Port of Kelso's elevator will be completed about June 1. The elevator will have a capacity of 400,000 bus., but the workhouse is so constructed that it will easily take care of 750,000 bus., and the storage tanks are so constructed that additional units can be added from time to time. The writer has selected R. T. Clifford of Portland, Ore., as elevator supt. Mr. Clifford some years ago was cargo man for the Northwest Grain Dealers Ass'n, located at Portland, and since that time has had charge of the washers and scourers at Terminal No. 4, Portland.—S. A. McLean, mgr., Longview Grain & Elvtr. Co.

## WISCONSIN

Malden Rock, Wis.—R. E. Jones Co. will build a feed mill addition to his elevator soon.

Kiel, Wis.—C. J. Meyer will operate the grain elevator and the grain and seed business which the Meyer Bros. Co. conducted in addition to other lines.

Milwaukee, Wis.—C. H. Baumann has resigned as office manager of the Hadden Grain Co., and will be succeeded by Fred W. Haseltine, for many years with the W. M. Bell Co. Mr. Baumann has opened an office for himself in the Chamber of Commerce building.

## MINROL-PROTIN

### The Complete Poultry Mineral

*An interesting and informative bulletin is yours for the asking. It contains valuable formulae.*

**The Concentrate Products Co.**  
549 W. Randolph St., Chicago

## FAIRMONT'S

### Pure Flake Buttermilk

9 Large Plants  
Excellent Service

**THE FAIRMONT CREAMERY CO. U.S.A.**  
OMAHA, NEBRASKA

## GRAIN TABLES DIRECT REDUCTION

Reduce any weight of grain from 600 to 6590 pounds, by 10-lb. breaks direct to bushels. The pounds are printed in heavy faced type, and the reductions to bushels are shown directly beside the corresponding number of pounds, so it is impossible to get the wrong reduction when reading. Printed from large type on card-board, size 10 1/2 x 12 1/2 inches, and sold only in sets as follows:

FORM 4560 DR.—For reductions to bushels of 45, 48, 50, 52 and 60 pounds, and 60 pounds with dockage for dirt at 1, 2, 3 and 5 lbs. per bushel, nine tables printed on five cards. Price 50 cents.

FORM 3280 DR.—For reductions to bushels of 32, 33, 35, 56, 56 with 1 lb. reduction for dirt, 68, 70, 72, 75 and 80 lbs. per bushel, ten tables printed on five cards. Price 90 cents.

**GRAIN DEALERS JOURNAL**  
305 So. La Salle St. Chicago, Ill.



## Notes on Animal Feeds.

Alfalfa meal can be substituted for bran in a grain mixture; however, much care must be exercised in not making the mixture too bulky. The substitution of alfalfa meal in the following formula would not change the 13.7 per cent digestible protein content materially: 200 lbs. ground corn, 100 lbs. ground barley, 100 lbs. ground oats, 100 lbs. bran, and 100 lbs. cottonseed meal.

**CHICK - FEEDS**

*Starting and Growing Mash.*

**Emery Thierwechter Co.**  
Oak Harbor, Ohio

**HIAWATHA GRAIN CO.**

MINNEAPOLIS, MINN.

Grain, Screenings, Mill Oats

**GROUND FEEDS**

Straight Cars Mixed Cars  
Operating HIAWATHA MILL

**STANDARD COMMISSION CO.**

**BROKERS**

Grain, Mill Feed, Mixed Feed Ingredients

EXCHANGE BUILDING MEMPHIS

**CONE-SHAPE GRINDERS**

**IT PAYS TO GRIND ALL GRAINS**

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." *E. W. Watt, Jacobusburg, O.*

10 sizes; 2 to 25 H. P. Write for free catalogue. Gr  
**N. P. BOWSHER CO., SOUTH BEND, IND.**



Poor roughage can be made more palatable for cows by cutting and seasoning with cane molasses.

Manioc meal used in the manufacture of feedstuffs is increasing in popularity on the Pacific Coast, a fresh shipment having arrived late last month for Portland (Ore.) mixers.

A good dry mash mixture for growing pullets on range may be made of 100 lbs. wheat bran, 50 lbs. ground oats, 50 lbs. corn meal, 10 lbs. alfalfa meal, and 20 lbs. meat scrap. Skimmilk gives a splendid stimulus to growth.

Cows fed 500 lbs. bran, 300 lbs. rolled barley, 200 lbs. yellow corn meal, and 100 lbs. cottonseed meal, mixture thrive satisfactorily, each four pounds of milk produced being rewarded with one pound of this concentrated feed each day.

Early pasture is high in water and relatively low in dry matter and should be supplemented with a simple grain mixture. This can be equal parts by weight of ground oats, corn, barley and bran with one-half part of gluten feed or linseed or cottonseed meal.

There are approximately 1,300,000 cows in New York State. If we figure that each cow gets 1,700 pounds of grain per year the consumption is 1,100,000 tons of feed. If 94 per cent of it is purchased the potential feed market for New York State is 1,000,000 tons of feed per year.—Prof. E. S. Savage.

A German ration consisting of 13 lbs. of meadow hay, 100 lbs. rutabagas, 26½ lbs. of concentrates consisting of a mixture of 120 lbs. palm cakes, 85 lbs. ground soy beans, 35 lbs. wheat bran, 68 lbs. linseed meal, 13 lbs. oats and 63 lbs. beet pulp, is a tested formula averaging 25% protein which has been quite successful over there.

Alfalfa is the best forage crop followed by clover, with rape in third place, for pigs. Pigs on pasture should receive supplementary feed. In a Montana experiment, pigs fed 1 lb. of barley daily per 100 lbs. live weight on alfalfa pasture, gained .43 lb. per head daily; 2 lbs. of barley gave .6 lb. per head daily gain, and 3 lbs. barley gave .73 lb. per head daily gain. The Indiana Experiment Station also calls attention to the advisability of supplying a protein supplement in the form of skim-milk or tankage to pigs on pasture.

A ration of 200 lbs. corn and cob meal, 100 lbs. ground oats, 150 lbs. cottonseed meal, 1% salt and 1% bone meal, increased the production of 40 cows in 15 days by 13 gallons of milk per day. The ration was substituted for one of 600 lbs. corn and cob meal and 400 lbs. ground oats, which was lacking in minerals and very low in protein.

Feeding Cattle for Beef (Farmers' Bulletin 1549-F), by W. H. Black, Bureau of Animal Industry, Department of Agriculture, Washington, D. C., contains practical information on methods of feeding beef cattle in a manner that will most fully utilize farm-grown crops and roughages. Feeding cattle for beef favors diversification in agriculture and makes possible a well-balanced distribution of labor thruout the year. Reference tables show methods for adapting rations to animals of various ages and weights. The bulletin also points out the importance of proper selection of feeder cattle. Skill in this part of the enterprise has much to do with success in beef-cattle feeding.

As pastures become hardened and advance in maturity, the protein content becomes less. It is, therefore, advisable to increase the protein in the grain mixture used to supplement the pasture. Some good mixtures for this are: (1) 300 lbs. ground corn, 300 lbs. ground oats, 250 lbs. wheat bran, 150 lbs. linseed meal; (2) 400 lbs. ground barley, 400 lbs. wheat bran, 200 lbs. ground soy beans; (3) 200 lbs. each of ground corn, oats and barley, plus 150 lbs. linseed meal; (4) 200 lbs. each of hominy feed, barley and bran, plus 150 lbs. linseed meal; (5) same as (4) except to substitute 200 lbs. gluten feed for 150 lbs. linseed meal. Assuming the pastures to be abundant, the above grain mixtures are to be fed 1 lb. for each 2.5 lbs. milk produced in excess of 25 lbs. daily.

Overbidders never stay in the business long, tho possibly a bit longer than "price-cutters." By creating a demand for quality merchandise prices will not have to be shaded to attract sales.

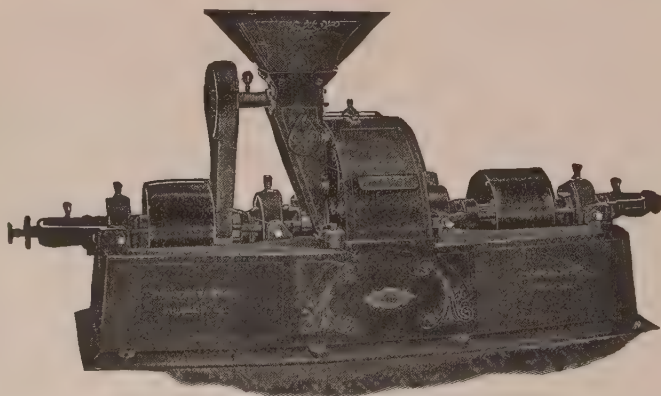
There is an intimate relationship between a good grain elevator operator and the plant with which he works. Inevitably the plant takes on something of the personality of the operator, the tool becomes a part of the toiler.

**PRINTED, UNPRINTED BURLAP BAGS COTTON**

**MENTE & CO. INC.**

**NEW or SECOND-HAND NEW ORLEANS**

**I. T. RHEA Pres. SAVANNAH DALLAS**



## The "HALSTED" HAS NO EQUAL

No Seal Rings  
Scientific

Positive Feed  
Economical

Wick Oiler Bearings

Its best friend is the man who has used other makes. Grinding Plates alike on both sides, and being reversible, gives FOUR cutting edges.

Highest efficiency at the smallest expense.

**The ENGELBERG HULLER CO.**

Incorporated  
SYRACUSE, N. Y., U. S. A.



# 3 Reasons Why You Can Make More Money With a "Jay Bee" than with any other mill

- 1 There is No Feed Grinder Made Requiring up to 100 H. P. that will do as much work per H. P. as the "Jay Bee."
- 2 There is no grinder made that will grind as cheaply, per ton, as the "Jay Bee."
- 3 There is no grinder made with as few working and wearing parts as the "Jay Bee."

## Here are the facts:

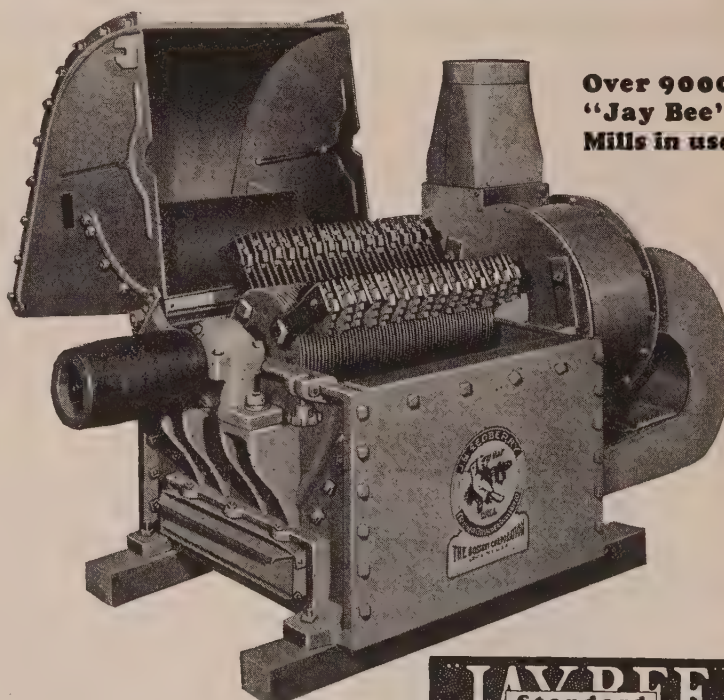
- A. Most hammer-type mills have from 200 to 300 more parts than the "Jay Bee."
- B. From 200 to 300 more parts to wear.
- C. From 200 to 300 more chances for trouble and expense.

There is only one way to know complete grinder satisfaction—and profits. Get a "Jay Bee" now! We have a grinder for any and every purpose, from 15 H. P. to 100 H. P. with Belt, Texrope, or Direct-Connected Drive.

*Write for descriptive literature, detailed information on prices, terms, etc.*

## Takes in \$30 to \$50 a Day on Custom Grinding—Farmers Come Thirty Miles

"Our 'Jay Bee' mill is running six days a week, from 12 to 15 hours a day. On investigation we have found that other millers in our vicinity with other makes of mills are running only a day or so a week. We take in from \$30 to \$50 a day, every day in the week. Many farmers come 30 miles to get their grinding done on our mill, passing the other mills on the way. If we could not get another 'Jay Bee,' we would not part with the one we have for ten times what we paid for it."—J. B. Grogan Feed Store, Arlington, Tex.



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"Jay Bee"  
Mills in use**

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Standard  
**JAY BEE**  
CRUSHER - GRINDER - PULVERIZER

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**J. B. SEDBERRY CO., 819 Exchange Avenue, CHICAGO, ILL.**

**JAY BEE SALES CO.** 446 Live Stock Exchange Bldg., Kansas City, Mo.  
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# MONARCH FEED GRINDING AND MIXING EQUIPMENT Increases Profits!

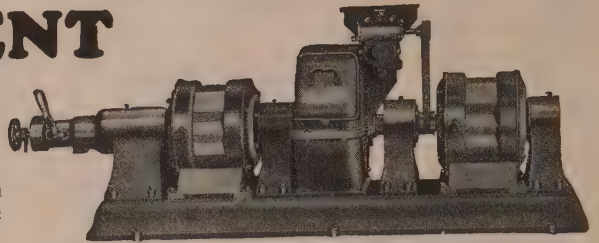


A good Feed Grinder and Mixer in your elevator will do more to increase your trade and add to your profits than any other one thing.

Farmers feeding dairy or beef cattle, hogs or poultry must have feed, and they want feed that produces results at lowest cost.

## THE MONARCH VERTICAL MIXER

America's outstanding Feed Mixer, mixes all kinds of feed rapidly, thoroughly and uniformly. No mixer built so ideally suited to custom or commercial Feed Mixing. Full details in Catalog IF.



## The Monarch Attrition Mill

A "Business Getter" because it is always running and grinding the kind of feed customers want. A "Profit Maker," because it has big capacity, costs little to operate, needs few repairs and little attention, and outlasts any Feed Grinder made. Write for Bulletin No. 110.

With these two machines, you can give him a complete grinding and mixing service that saves him money and produces a steady and big return for you.

May we tell you more about Monarch Feed Grinders and Mixers? Write your nearest office.

## SPROUT WALDRON & CO.

1202 Sherman St., Muncy, Pa.

Chicago Office: 9 S. Clinton St.  
Kansas City Office: 612 New England Bldg.  
San Francisco Office: 726 Harrison St.

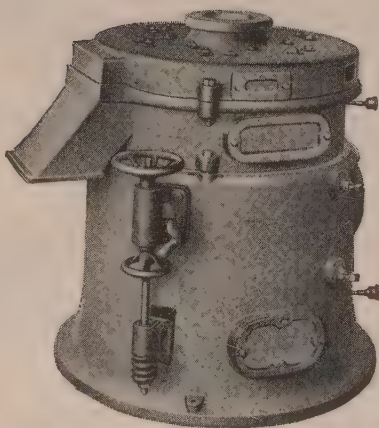
# SPROUT-WALDRON



## VERTICAL GRINDER

Has all the features of a double head attrition mill in little space and at low cost. It will grind almost anything.

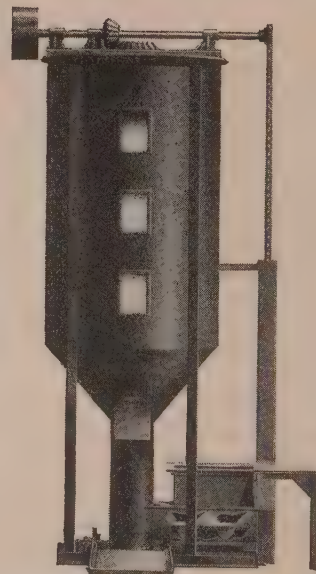
Furnished with Line Start motors when required.



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**ALLIS-CHALMERS**  
MILWAUKEE, WIS. U. S. A.

## HAINES COMBINATION MIXER



For the accurate and rapid mixing of dry feeds for stock and poultry.

All steel construction—requires minimum floor space and power — shipped ready to operate.

Convenient — Durable — Efficient.

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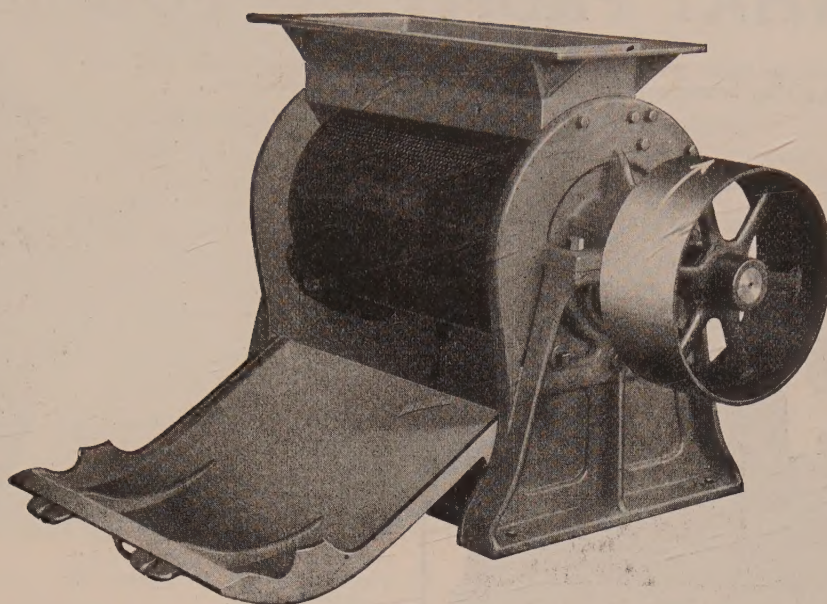
**SALES  
REPRESENTATIVES  
WANTED**

**THE GRAIN MACHINERY CO.**  
Marion, Ohio





"Eureka"—"Invincible" Grain Cleaning Machinery



## Eureka Corn Cutter

*Steel cut* corn, durum wheat, milo maize, peas, millet and kafir corn sell for much better prices than ordinary cracked, ground or milled feed.

### The Eureka Cutter

makes a cleaner, brighter and more uniformly sized product than is possible with any other means of reduction. Much less fine residue, no jagged edges or splinters. Cuts corn with excessive moisture perfectly; requires less power. Makes a highly saleable product that

## Brings Better Prices

*A series of five pictures of our new De Luxe models will be sent to those interested*

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## INVINCIBLE GRAIN CLEANER CO. SILVER CREEK, N.Y.



"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY

European Branch: 64 Mark Lane, London, E. C. 3, England

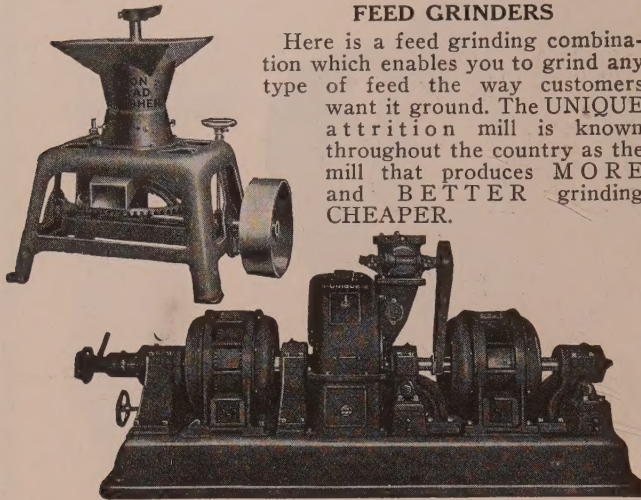


# OF COURSE YOU HANDLE FEEDSTUFFS! BUT WHAT PROFIT DO YOU MAKE?

We can show you how to make your own feeds at a good substantial profit and also increase your business by giving better service to the farmers in your community.

## FEED GRINDERS

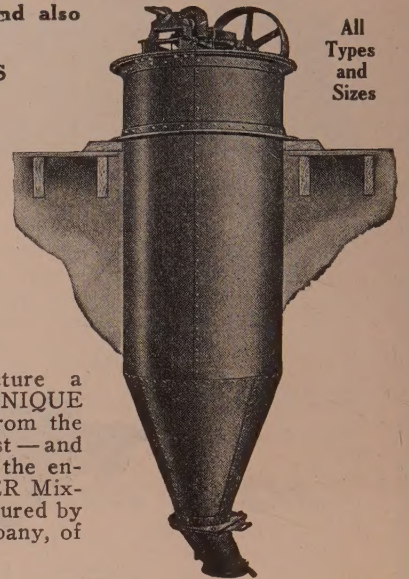
Here is a feed grinding combination which enables you to grind any type of feed the way customers want it ground. The UNIQUE attrition mill is known throughout the country as the mill that produces MORE and BETTER grinding CHEAPER.



## FEED MIXERS

The UNIQUE Vertical Mixer is one of the most popular feed mixers on the market. The first cost is small—the machine is easy to install and economical to operate, and will mix all kinds of feeds at a profit for you.

We also manufacture a complete line of UNIQUE Horizontal Mixers—from the smallest to the largest—and have just taken over the entire Line of GARDNER Mixers formerly manufactured by the Gedge-Grey Company, of Lockland, Ohio.



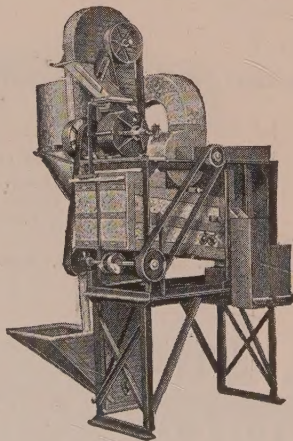
All  
Types  
and  
Sizes

Let us show you the way to greater profits in handling feedstuffs. Write us for catalogs on UNIQUE Feed Milling Machines or get in touch with our representative.

**ROBINSON MFG. CO., 42 ROBINSON BUILDING, MUNCY, PA.**  
CHICAGO OFFICE—222 W. ADAMS ST.

## HAINES CONCENTRATED DISC MILL

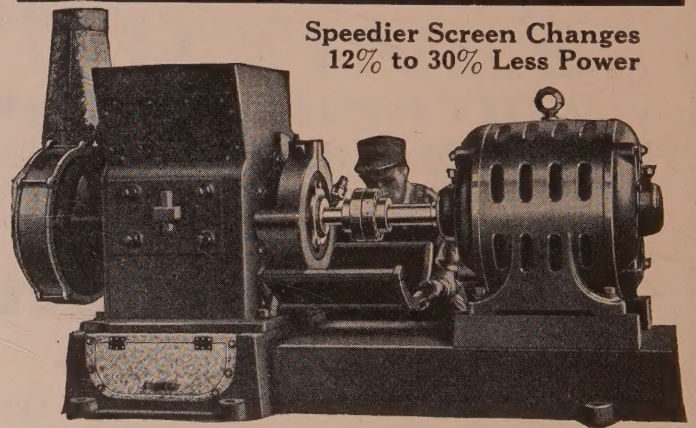
A grinding machine, a cutting machine, a grader and an aspirator combined in one. An indispensable unit for every elevator, mill and feed house. Compact—efficient—inexpensive.



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**THE GRAIN MACHINERY COMPANY**  
MARION - OHIO  
SALES REPRESENTATIVES WANTED

Speedier Screen Changes  
12% to 30% Less Power



## A New Williams Grinder — The "SPEED KING" —

Finishes grain or ear corn in one operation with 12% to 30% less power (proved by actual comparison). Has quickest method of changing screens—no need to remove cover. 50% heavier ball bearings. Improved hammers and discs, greater weight, no vibration and many other improvements. Eight sizes. Let us send descriptive matter.

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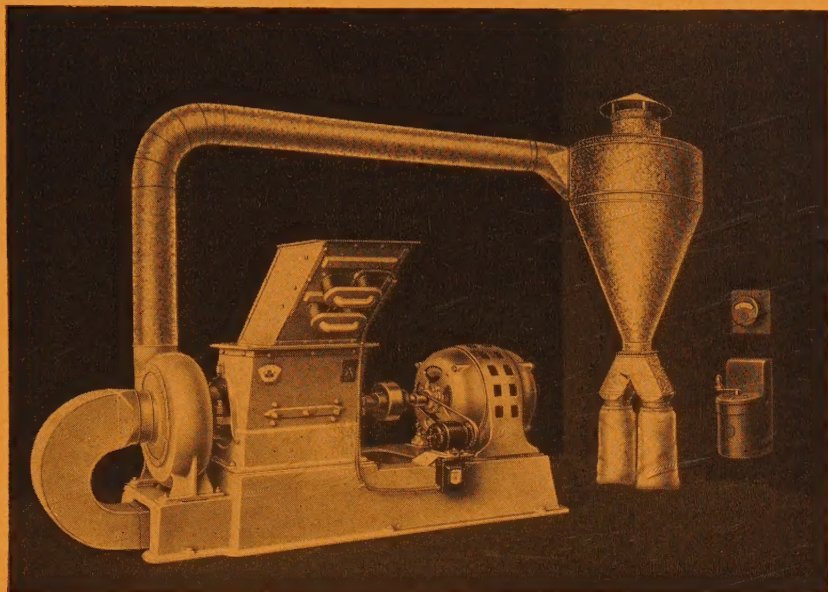
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**Williams**  
ORIGINAL PATENTEES AND WORLD'S LARGEST BUILDERS OF HAMMERMILLS  
**Williams**  
PATENT CRUSHERS GRINDERS SHREDDERS



# Hammer Mill Grinding Profits



The profits are mainly the difference between the money you take in for grinding and the money you pay out for POWER.

The Miracle Ace Hammer Mill is making more money for its owners because it will grind on an average of 3000 lbs. for the same amount of power that other mills use in grinding 2000 lbs.

## Here are the reasons for this:

1. The solid and heavy cast en bloc rotor, with its flywheel action, enables the hammers to strike a crushing blow against the corrugated plates that nothing can withstand.
2. The 2½ pound tee head corrugated and slotted chrome nickel steel hammer strikes a blow that in comparison to other hammers is more like comparing the blow of a tack hammer to a sledge hammer.
3. Lack of vibration, which enables more power to be transmitted to the hammer blow, as well as gives longer life to the machine. This is secured by a heavy box frame cast in one piece. Imagine if this frame was bolted together and you will see how impossible it would be to be free of vibration.

## WHAT YOUR GRINDING SHOULD COST

This depends on what you have to pay per K.W. for power. But here are the figures from all over the country for Miracle Ace Hammer Mills. With power ranging from 3c to 6c per K.W., the cost of operating Miracle Ace Hammer Mills ranges from 15% to 30% of the grinding charge.

Just figure out any hammer mills grinding tolls and if you find the power going over 30% of the grinding charge then BEWARE.

Here are two large feed companies, in different parts of the country and grinding different kinds of feed, both of whom are right now operating other hammer mills in competition with Miracle Aces, and they know which are the most efficient—there is no guessing with them.

The Middle States Milling Company at Springfield, Mo., have a No. 5 Miracle Ace direct connected to a 75 h.p. motor. They also have two other well known makes of hammer mills. One of these is direct connected to a 40 h.p. motor, while the other is connected to a 50 h.p. motor with a tex rope drive. This firm writes and says: "Our Miracle Ace Hammer Mill is grinding over twice as much as our other two hammer mills put together."

The Brooks Elevator Co., at Minneapolis, one of the largest grinders of screenings in the U. S., have two No. 5 Miracle Aces direct connected to 75 h.p. motors. They also have over 15 other direct connected hammer mills—altogether 4 different well-known makes. They say "Our Miracle Aces are grinding more than double any of our other hammer mills with the same horsepower."

Any man mechanically inclined will see at once from our booklet "The Miracle Ace" why these mills operate with less power—write for it.

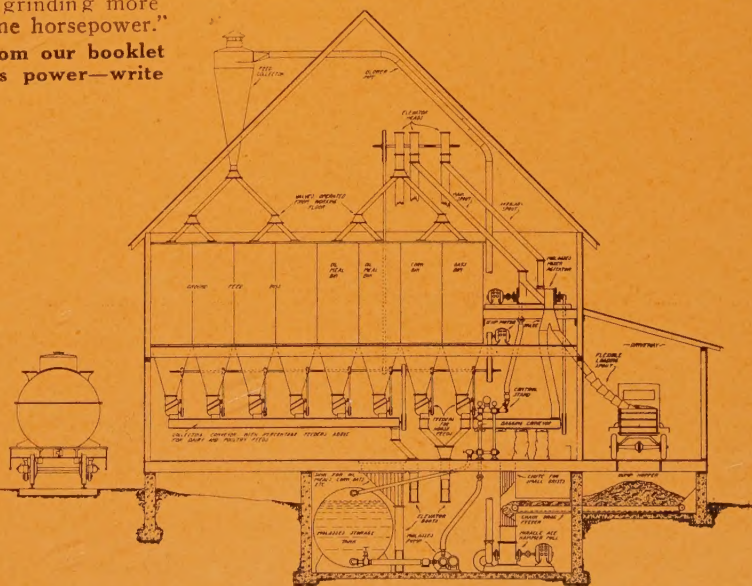
## The Miracle Cold Molasses Process

Nothing within the last 30 years has aroused as much interest as the announcement of this new and wonderful cold molasses process.

Putting cold molasses on feeds—without any heating whatsoever—has been tried over and over for many years past, but without any practical success.

The discovery of how to do this was accidental and was invented by George M. Agee of Des Moines, Iowa. This process is now in operation in various parts of the country and is making more money for its owners than anything ever introduced to feed millers.

The exclusive franchise for the Miracle Molasses Process can be had for your community under certain conditions. It is a most valuable franchise. Write or wire for particulars at once. Also ask for our booklet describing the process, it is the "Miracle Molasses Process."



Our Miracle Molasses Process installed in a model sweet feed plant

## The Anglo-American Mill Company

300 - 400 Kennaday Ave.

Owensboro, Ky.



# FALK

## Speed Reducers

THE FALK CORPORATION  
Rating Table No. 2—Double Reduction Units

STANDARD RATIOS		STANDARD RATIOS		STANDARD RATIOS	
Ratio	Input	Ratio	Input	Ratio	Input
1:2	100	1:3	100	1:4	100
1:3	100	1:4	100	1:5	100
1:4	100	1:5	100	1:6	100
1:5	100	1:6	100	1:7	100
1:6	100	1:7	100	1:8	100
1:7	100	1:8	100	1:9	100
1:8	100	1:9	100	1:10	100
1:9	100	1:10	100	1:12	100
1:10	100	1:12	100	1:15	100
1:12	100	1:15	100	1:20	100
1:15	100	1:20	100	1:25	100
1:20	100	1:25	100	1:30	100
1:25	100	1:30	100	1:40	100
1:30	100	1:40	100	1:50	100
1:40	100	1:50	100	1:60	100
1:50	100	1:60	100	1:80	100
1:60	100	1:80	100	1:100	100

## Dependability

Few moving parts, direct transmission, gives free flowing power. Symmetrical design brings balanced pressure on all bearings. For lubrication, a film of oil continuously carried up on the working faces of the gears. The same oil going through the bearings floods the shaft bearing surfaces. Falk Speed Reducers, precision built, have been giving dependable service on heavy duty for 12 years. They are now available for all industrial requirements at new prices made possible by standardized production.

Bulletin No. 160 containing rating tables, full dimensions, with complete price list, sent on request.

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OIL  
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GEARS



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REDUCERS



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FLEXIBLE  
COUPLINGS

FALK  
STEEL  
CASTINGS

